

# Chemist & Druggist

November 10 1973

THE NEWSWEEKLY FOR PHARMACY

**secron**  
for children's colds



**CHILDREN'S DECONGESTANT**  
for relief of  
**colds, catarrh  
chesty coughs  
hay fever**

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surely get them  
this winter!*

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**Fight begins  
for chemists'  
business**

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**Solution to  
EEC company  
pharmacy?**

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**Honour for  
L.G. Matthews**

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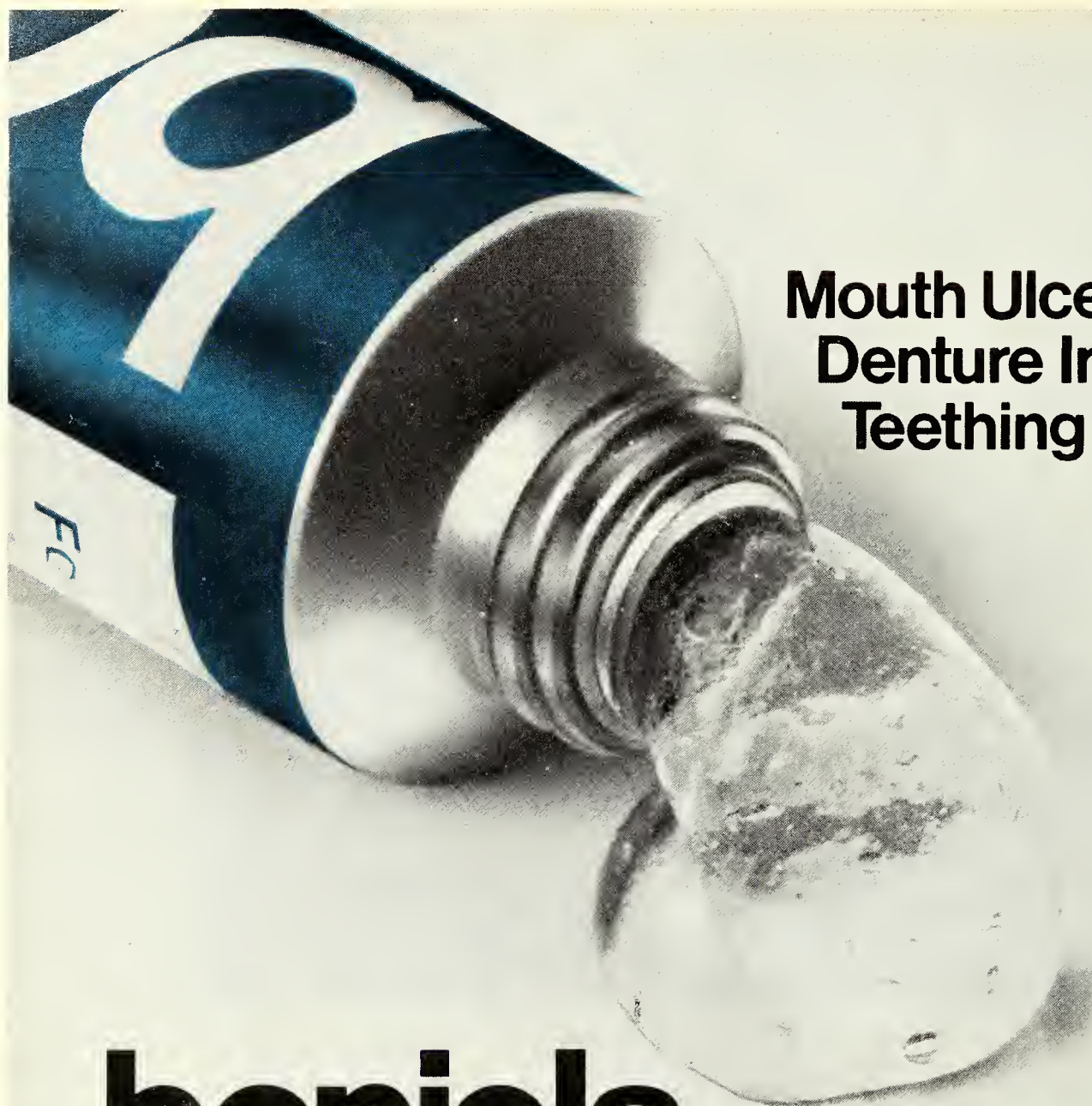
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Name \_\_\_\_\_

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CD1





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Bonjela ensures rapid and effective relief of mouth pain as most doctors, dentists and their patients know. More and more people are telling their friends about Bonjela. More and more people are asking for Bonjela by name. *You* can benefit from Bonjela's rapidly growing acceptance, by displaying it on your counter. *Your* customer will thank you for supplying an effective treatment. Both you and your customers will profit from Bonjela.



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115th year of publication

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The new Care buying group presents  
the independent chemist with a  
headache—which to choose from the  
many attractive offers for his custom  
(see pp 652-653)

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Original photograph circa 1920

## This could have been Gladys Pearson's last picture

Fifty-five years ago Gladys Pearson was diagnosed as a diabetic. Gladys was condemned to a life of almost impossibly rigid diet, with many spells of hospitalisation. The outlook for Miss Pearson was bleak.

But in 1921 Banting and Best made a discovery of tremendous importance: they demonstrated the vital role of insulin.

Soon after this discovery Burroughs Wellcome commenced manufacture of the essential hormone in the UK. Consequently, Gladys and other diabetics were soon able to benefit from this breakthrough. Except for brief non-insulin periods of treatment in the early days, Miss Pearson

has been prescribed Wellcome\* Insulins since they were first manufactured.

The use of crystalline insulin was pioneered by Wellcome whose considerable pharmaceutical experience, expertise and extensive production facilities have contributed fully to the comprehensive range of insulins that are the lifeline of diabetics today.



(Recent photograph)

## Wellcome Insulins

Full information about WELLCOME Insulin is available on request.



Wellcome

\*Trade Mark

Burroughs Wellcome & Co.  
(The Wellcome Foundation Ltd.)  
Berkhamsted, Herts.





# Comment

## Wholesale battle

The battle for retailers' allegiance to VTO or wholesale groups is "hotting up" as each interested unit tries to convince the retailer which is the best system for him.

Claims and counter claims will continue to be issued but in the end it will be the individual decisions of the 10,000 or more retailers that will have to be made and they should be made not on pious hopes but on very strict commercial grounds.

One aspect that no-one should breach or be encouraged to breach for immediate gain is that concerning the resale price maintenance of medicines.

We do not subscribe to the view that RPM merely means *retail* price maintenance. We consider that every link in the price chain from manufacturer to consumer through even the most tortuous path should be inviolate.

It would be a tragedy for pharmacy if a "fringe result" of this "merchandising" operation or battle is the breakdown of RPM.

And whilst we cannot but admire the manner in which Peter Dodd has lifted the Unichem organisation from its slough of despondency, we cannot entirely go along with him in his criticism of the Macarthy interest in the Savory and Moore chain. Yes, it does exist, but the contribution that chain makes is minimal when viewed against the wider Macarthy wholesaling activities (£4 million against £34 million). It should not be forgotten that Macarthy took over the retail chain in the face of an accepted bid by the Fine Fare group and Macarthy's were then lauded for having "saved" retail pharmacy. By that we are not intending to infer, nor should it be read as doing so, that we prefer the Macarthy to the Unichem operation. Both

have their adherents depending upon the degree of service that has been experienced. We repeat our opinion that the current pharmaceutical situation is one in which the retailer and wholesaler are totally inter-dependent and which the retailer's choice of wholesaler rests on stringent commercial considerations. The calculations must be done by the retailer and it is essential that he has his balance sheet and purchases and sales records beside him when the sums are done.

### Fait accompli?

The charge by Mr M. Gordon, Leeds, that NPU members were promised "further consultation" on the VTO (p. 652), is correct. But his assertion that they are faced with a *fait accompli* is not. Members of NPU are now in the position of being *invited* to join a *voluntary* trading organisation—a VTO with all the "ts" crossed, one into which they can go with their eyes open. They know what it will cost in terms of money and loss of independence, and what are its benefits in terms of security, services and cash savings. Only when a few thousands have put down their £150 will there be a *fait accompli*.

It may be argued that money should not have been spent in setting up the organisation, but that is to close one's eyes to commercial necessity.

Declaring plans of Care's complexity without having the ability to put them into immediate effect would have been to invite potential competitors to "throw a spanner in the works". An organisation that may have difficulty in convincing some of its friends of its honourable intentions and its ability to "deliver the goods" certainly cannot afford to take such risks.

## Post Scripts

### Ping pong script

The doctor's first attempt at the Misuse of Drugs Act script was unsatisfactory to the chemist — and like the ping-pong-ball patient he was getting frustrated. This was his second attempt and he gave vent to his feelings by adding a few choice words of direction. Script number three was more suitable for the Pricing Bureau!

R

NP

Tal  
Mendoxa (30)  
Thirty  
all at once, or with  
3 bits of acid  
or as desired;

### Champagne winner

Mr R. B. Roots, Wirral, Cheshire, is the champagne winner of Elida Gibbs' tooth-paste competition in the oral hygiene issue

of C&D, July 28. Mr Roots has been in pharmacy for nearly 50 years, and has been at his present shop for the last 22 years. His daughter, Mrs Sheila Ellis, helps him to run the shop.



Mr R. B. Roots (left) receives a token bottle of champagne from Mr A. H. Cotton, Elida Gibbs Ltd's representative. Mr Root's daughter, Mrs Sheila Ellis, and Mr W. D. Pedder, Elida Gibbs area manager, look on.



# Care starts fight for chemists' business

Last week's announcement of the Care chemist buying group has stimulated reaction from both NPU members and wholesaler groups. A selection of views is reported below—but most chemists approached by C&D are reserving their judgment till they have more details.

"Our aim is to do the best thing for the independent—and that we think we have done," Mr A. Trotman, Care's managing director, told C&D at the end of the launch week. And he rejected completely suggestions that there had been any lack of enthusiasm, either from NPU members or from manufacturers—by Wednesday morning this week Mallinson House had received over 1,500 cards requesting further information from a representative and the meetings in Glasgow and Edinburgh were attracting attendances of 148 and 330 respectively.

On the question of the profitability of low distribution, Mr Trotman said that two of the test operations had broken even after only nine weeks operation—and that without the benefit of national buying. The tests had permitted improvements to be made in the distribution system and they now had a group of wholesalers who were highly experienced in LCD.

Care would provide better buying terms for the chemist—terms controlled by ICML which itself had three elected directors protecting the interests of the retailer. Some competitive schemes offered fewer lines so that the retailer still needed to go direct; Care would cover 90 per cent of otc sales (in line with the 80/20 syndrome—80 per cent of the profit from 20 per cent of the lines) and chemists requiring the other 10 per cent should look at whether the lines really needed to be stocked. These lines would of course remain available at normal wholesale terms.

## Advantages of bigger drop

Mr Trotman said that most of the alternative schemes provided terms of about cost plus 9 per cent (15 per cent wholesale margin less 5 or 6 per cent), but the economics in distribution were not always passed on. He gave the following examples of how the Care scheme operates to the advantage of the chemist taking larger orders or prepared to accept goods for more than one shop at the same point (the £100 fee relates to the number of drops, not shops—thought the £50 advertising contribution is per shop).

In the test operations, the average weekly drop had been over £10.

Weekly delivery	£100 a year as % of drop	% added	Total 'plus' %	Nominal discount %
£50	4	2½	6½	8½
£100	2	2½	4½	10½
£200	1	2½	3½	11½

Mr Trotman said that Care could offer the chemist long-term security because if his business was viable he had something to sell. On the question of two Care outlets in close proximity, he argued that the independent chemist was fighting the multiples and the grocers—two Care chemist in a High Street would be complementary. Both would in any case have to accept certain standards, and a code of practice involving the following principles:— Identification with the group, majoring purchases on group supplier, scheduled orders and deliveries, abiding by settlement terms, support for promotional activity, stocking the catalogue range (necessary to achieve the volume required), development of retailing to a high degree of efficiency, and contribution to advertising. The wholesalers would also

## Mr Darling will join, but . . .

Mr W. M. Darling, a member of the Pharmaceutical Society Council was challenged at the Yorkshire Regional Conference on Sunday to say whether he would join Care. He had just been exhorting retail pharmacists to improve the appearance of their premises and Dr T. G. Booth, Bradford University, questioned the cut-price notices that the organisation would require.

Mr Darling said he would join because he wanted to know exactly what was happening. There were benefits in that the vast majority of "little shops" were cluttered with bits of paper and they would be getting decent display material.

A strong attack on Mr Darling's attitude was launched by Mr M. Gordon, Leeds, who described Care as "an attempt to turn us into pseudo-grocers". It was not necessary to become a member to find out what was going on. He objected to the word Care being used in relation to toiletries and cosmetics when pharmacists had no control over their manufacture or claims. To Mr Darling he said: "You have the timidity to say that by introducing huge displays of toiletries and cosmetics which say 'the chemist cares' is going to be a help to us". The chemist did care — about

have a code, including the display of the symbol and agreement to be seen to act as the trading partners of the retailer.

To the criticism that the folders sent to NPU members did not provide enough information, Mr Trotman replied that they were intended as "interest getters only". A 50-strong sales force had received a long training and would be giving the details to members individually, supplemented by the "presentations" organised locally.

## Improve retail range say PR consultants

Concurrently with the VTO studies, an investigation was carried out independently by a firm of public relations consultants to establish how the professional image of the independent pharmacist could be enhanced. Their report reached the following conclusion: "Public relations cannot hope to persuade any public that a product or service deserves a tenable reputation if the product is expensive and of undistinguished quality or if the service provided is second rate, or not in line with current marketing requirements.

"We consider that a return to basic retail business objectives is essential if anything like a successful outcome is to be realised. Our recommendations therefore attempt to redefine the role of the independent pharmacist as an expert retailer.

"We consider this to be essential if traditional functions are not to overtake the NPU membership totally and make it an enfeebled service, acting solely on behalf of the NHS."

his profession. Mr Gordon also criticised the advanced stage of the Care programme. "We were promised that no further steps would be taken until we had been further consulted — that this was to be purely an investigation. We are now faced with a *fait accompli*: our second organisation wants to turn pharmacy not up but down, and if anybody tells me they can't make a good living out of retail pharmacy without having to do this sort of thing then they are not entitled to run a general practice pharmacy."

Mr Darling replied that he did not like the name Care because by implication it related to professional activity. They would have to ensure that no invidious distinctions were drawn in advertising campaigns. However, organised properly, Care could have advantages, though it was unfortunate that NHS remuneration took into account profits made in other sections. "But to opt out and not be involved constructively is wrong."

## A successful 'guinea-pig'

A north-of-England pharmacist involved in the LCD trial spoke of the teething troubles encountered by the wholesaler, but said that most had now been overcome. The trial had, however, been "crippled" by current stock shortages. On the credit side, he said it was "astonishing the amount of goods we are moving" as a result of competitive pricing on about 18 lines. The system had made all the difference to a business hit by slum clearance.



# Wholesaler groups react positively

## Sangers plan for 1974

Apocaire, too, have big plans for 1974. That was the reaction of Sangers Ltd, to the Care launch.

Mr A. F. Reed, Sangers' merchandising director, said that the programme had been delayed by product shortages — as highlighted by *C&D* last week "We don't want to offer something then have to apologise because we can't deliver." Supply difficulties also meant that manufacturers had difficulty in meeting their commitments.

Over 3,000 chemists have so far participated in Apocaire and manufacturers have been pleased with the results, says Mr Reed. All three products in the first promotion have repeated since. "Business is service and Apocaire's service has been proven by many chemists; if they continue to receive that service we believe we shall retain their support."

However, Mr Reed's main concern is that if Care's sights have been set too high for the chemist — and if it fails — it would be a long time before chemists could again be persuaded to back any other scheme of this nature.

## Unichem add a bonus

Unichem is to improve its profit sharing scheme for members with the introduction of a new four-tier rebate structure. Effective January 1, the 1974 rebate on counter turnover will be on a graduated scale, related to total purchases, including value added tax, of both medical and counter goods.

The first level is as for 1973, i.e., basic rebate for total purchases averaging not less than £400 per month. Basic rebate plus 1 per cent will apply to total purchases averaging £1,000 or more; plus 2 per cent for £1,500 or more; plus 3 per cent for £2,000 or more.

Mr T. Reid chairman said that for 1973 it is envisaged that the basic rebate will not be less than 3½ per cent. "The level of profit in pharmaceutical wholesaling depends very much on the individual drop value and the new rebate structure is based on the need to enhance profitability and at the same time to give a larger share of rebate to those members who contribute most by both medical and counter turnover. Even the average sized retailer can achieve the extra 2 per cent level of rebate on his counter purchases while the smaller customer unit can still be assured of getting the basic rebate, currently 3½ per cent."

## Vestric—LCD coming

A statement from Vestric Ltd, says that details of a "low cost distribution" scheme will shortly be released to their customers,

constructed to make otc stock replacement simple and profitable. They also add that this month has seen the launch of Vestric National Promotions, aimed at giving retail pharmacists the opportunity of displaying and selling at competitive prices a range of "top selling" national products. They add: "We have offered for some years, and will continue to offer each month, a range of special offers and bonuses from our branches. Through these offers the pharmacist has the opportunity of buying a wide range of counter products at special prices and we were one of the first companies to make such offers available on a regular basis. This is part of a continuing plan to develop otc sales and support the pharmacist. We do not believe that the pharmacist wants to tie himself to a scheme on the grocery pattern and consequently it is not our intention to ask for joining fee nor to insist on minimum expenditure. We have received valuable support from pharmacists since Vestric was formed. It is our intention to repay this support by ensuring that the pharmacist receives the "ethical" service he needs to fulfil his professional responsibilities coupled with our otc service which is alive to the changing face of today's retail trade."



## One million Instamatics

The production of the 1,000,000th British-made Kodak pocket Instamatic camera at the Kodak Stevenage factory was celebrated recently by Kodak Ltd, less than twelve months after the original introduction of Kodak pocket Instamatic cameras. In spite of the record production figures, demand still exceeds supply.

# Buying schemes compared

Much is made by all wholesalers of making the smaller retailer more competitive with prices by providing bulk quantities at prices which will enable the products to be sold at least on equal terms with the supermarket. The following data is provided to help the retailer make up his own mind which of the scheme or schemes can best be applied to his business.

## ICML

Care Chemist Group announced last week to buy in bulk for the independent chemist. Membership: Aim for 3,000 by end of January 1974 and 5,000 after 6 months.

Fees: £100 per year plus £50 towards an advertising campaign starting in January. No minimum expenditure.

Distribution: All Great Britain (except North Wales and Devon and Cornwall) and Northern Ireland. From 15 wholesalers.

Discounts: 1,500-1,800 branded products in case lots, delivered once a week invoiced at "basic wholesale prices plus 2½ to 3 per cent equal to a discount off standard trade prices of around 10 per cent according to value of order". 40-50 products on continuous special offer.

Advertising: National campaign will give monthly details of special promotions and exhort the public to visit chemist showing Care sign.

## SANGERS LTD

Customers: About 5,000. Apocaire promotion participants 3,000 plus.

Fees: Nil. No minimum expenditure.

Distribution: South and North-west; Northern Ireland. 31 depots.

Turnover: Including "ethicals" £37.4m in 1972/73. (Now plus Evans Gadd £5m.)

Discounts: Apocaire lines, changed monthly, have in-store display material, price cards, etc. showing scope of reduction from recommended prices. On these chemists make 20 per cent profit on return. Points scheme linked to a gift catalogue. Permanent 5 per cent discount on 5,000 products in unbroken bulk.

## UNICHEM LTD

Size: Over 3,000 outlets about half being member outlets.

Fees: Membership £400 to be invested per shop. Rises to £600 in January 1974. Minimum business £400 monthly.

Discounts: 6 per cent on 1,300-1,400 "profitable buying" lines where 5 or more order units taken. Monthly offers give additional discount. Rebate on total counter purchases of 3½ per cent forecast for 1973. Investment (withdrawable) yields 6 per cent, less tax. (See also column 1.)

Turnover: £9.9m in 1972, forecast £16m in 1973; includes "ethical" sales.

## VESTRIC LTD

Customers: 8,500.

Distribution: Nationwide through 34 branches and two depots.

Turnover: Including "ethicals" £58m in last financial year.

Special offers: Vestric national promotion launched this month "Top selling" items at competitive prices linked with display. Also a range of special offers and bonuses each month. "Details of a low cost distribution scheme constructed to make otc stock replacement simple and profitable will be released shortly."

Fees: Nil; no minimum expenditure requested.



# Solution to EEC company pharmacy?

A solution to the "company pharmacy" problems involved in EEC draft directive 5 is now under consideration, Mr W. M. Darling, leader of the UK delegation to the EEC pharmacy group, told the Yorkshire Regional Conference on Sunday.

He said that "certain people in very influential positions in the community" are seeking a solution that would preserve the "special features" in the different member states. Their thinking was that company pharmacy should be preserved where it was authorised to provide services, but that a pharmacist must prepare and hand over the product — though he need not own it (ownership was a requirement of the current draft directive).

Mr Darling said that if the idea became a reality, company pharmacy would be able to continue where it was permitted at present, but could not be introduced

## New authorities take over reorganisation functions

From this month, the Regional and Area Health Authorities are to assume responsibility for the local co-ordination of matters concerned with implementing the NHS reorganisation.

A circular, MRC(73)35, from the Department of Health this week explains that

previously the Secretary of State had the duty to arrange for the reorganisation. Now that the Regional and Area Authorities have been appointed, the Department expect them to be responsible for co-ordinating the necessary preparatory work for the transfer of functions on April 1 next year. Because of the shortage of time however, the Department has undertaken or commissioned some such work, eg deciding on the most appropriate pattern of health districts.

The new authorities are also to determine how joint liaison committees can assist them with a planned programme of implementation. The liaison committees themselves should note the constitutional changes resulting from the appointment of the new authorities and consult them about their future role until disbandment on March 31, 1974.

## Update JIC remuneration scale says employer

Mr B. H. Green, director of W. H. Green (Chemists) Ltd, Coventry, is strongly critical of the NPU in the delaying the updating of the IC scales of remuneration in pharmacy. In a letter he writes: "To the best of my knowledge the last agreement came into operation on January 4, 1971 and we have seen Government phase 1 and phase 2 come and go without whisper of amendment. On the brink of phase 3 is it possible that we might see some stir from apparant shambles?"

"A particular problem which I must raise concerns the remuneration of our dispensing assistants. With awards in the hospital service to trained technicians who are now on a scale of £1,134 rising in six yearly increments to £1,533, can we expect to have a scale in retail at anything less than this? It would appear that the JIC scale requires an amendment in the region of 60 per cent. Can we please have some

official comment and guidance from the secretary or chairman of the JIC committee?"

## Other independents beat chemists in September

Chemists and photographic dealers sales advanced 16 per cent in September compared to a rise of 13 per cent for all kinds of business according to the Department of Trade's retail sales index. Independent chemists' sales rose 10 per cent compared to a 12 per cent increase for independent retailers generally.

The monthly index numbers have been rebased and are now expressed as 100 = 1971. The current index for all chemists is 126 and 117 for independent chemists. Figures for multiple chemists are not available and NHS receipts are not included in the calculations.

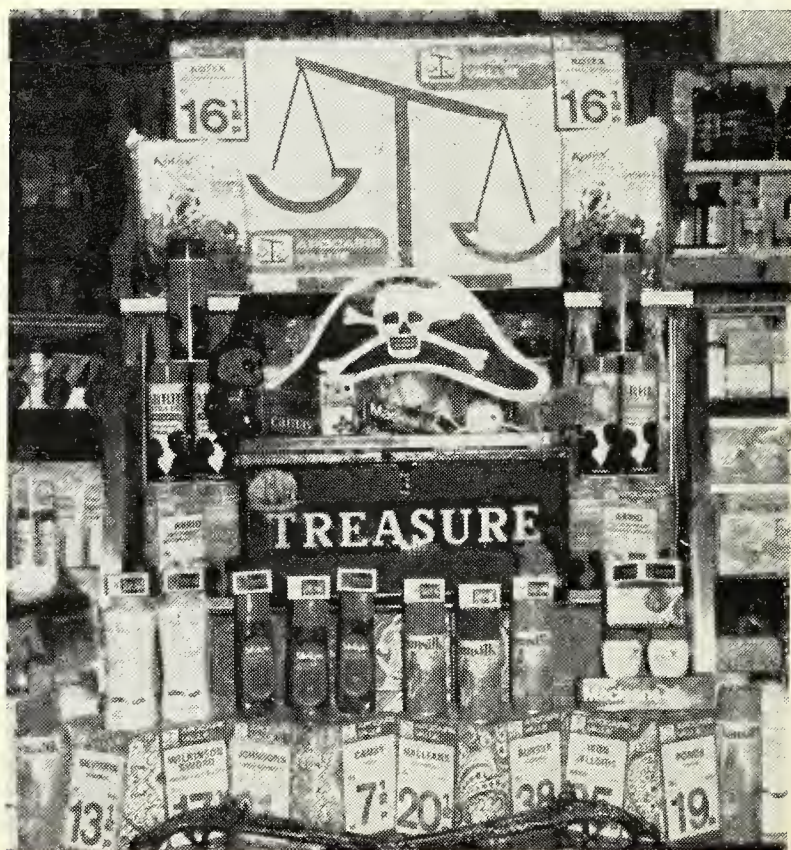
## Essential oil congress plans taking shape

The scientific programme for the Sixth International Congress of Essential Oils, to be held in San Francisco, California, September 8-12, 1974 is now being finalised under the direction of James A. Rogers, vice-president, Fritzsche Dodge & Olcott. To date, papers have been offered and abstract forms sent to 49 authors from 17 countries.

## Dinner for Mr Tomski

A presentation dinner for Mr H. W. Tomski who relinquishes the offices of secretary and director of the Institute of Pharmacy Management in January 1974 will take place at the Bonnington Hotel, London WC1 on November 20 at 7.30 pm. Application for reservations should be made to Mr A. G. M. Madge, 1 Saltburn Road, St Budeaux, Plymouth. Cost is £5 including wines. Lounge suit.

Sangers Ltd recently ran a competition on shop layout coupled with a display based on their Apocaire scheme. Two of the winning entries are picture here—from Mr D. Prosser, Padstow, Cornwall (below) and Mr J. Smiley, Bangor, Co Down (right)





# People

# Topical reflections

BY XRAYSER

## Part-time pharmacy

The problems presented by the closing of pharmacies and the consequent depletion of pharmaceutical services is naturally causing concern. At recent meetings the subject of part-time pharmacies has been increasingly put forward as alleviation. Mr J. Bannerman (a member of Council, Pharmaceutical Society) returned to the theme when he addressed the Wessex Regional meeting at Portsmouth, stating that the part-time pharmacy should be permitted to sell medicines on the general sale list in the absence of a pharmacist and when the dispensary and what he described as the "pharmacy element" of the premises was closed.

The new proposals in that regard differ little from conditions that have existed for many years, when the pharmacist must be present when *any* medicines are sold. What is relatively new is the situation of the part-time pharmacy, a concept instituted to provide, at some part of the day, a complete pharmaceutical service in conditions under which, owing to dearth of professional skill, no service would be given at all.

The apparent anomaly of sales of "general" medicines not being permissible in the premises in which pharmacy is practised for some time of the day and yet being available at all times at the supermarket or general trader's premises next door looks, at first glance, to be ludicrous. But surely the essence of pharmacy's claim to the sale of all medicines is the knowledge behind the sale, and it is only the presence of the pharmacist that offers any protection, no matter how simple the medicine may appear. One can scarcely plead for the right to sell general sale medicines in the absence of the pharmacist, even when the pharmacy element of the premises is closed, and at the same time seek to reduce to infinity the list of medicines which may be sold by other outlets.

It seems to me that there is either a need for control and knowledge or there is not. There may even be, in the circumstances referred to at recent meetings, the danger of a misplaced sense of confidence on the part of the public because the premises are sometimes a pharmacy and sometimes not. I think the public—and ultimately pharmacy itself—would be better served by the pharmacist accepting full and complete responsibility for the distribution of *all* medicines, for it is a professional duty and not a commercial transaction.

## Shortages

It was with interest that I read your informative article on shortages of goods at the present time. The situation is rapidly coming to resemble that of the war years. The difference is that then we knew the reason for it all. Now there seems to be no rational explanation for the inability to procure our wants and no explanation is ever forthcoming. I had gathered that there must be a shortage of glass, for despite the injunction on p604 to "ask my wholesaler", I have been living a hand-to-mouth existence so far as containers are concerned—and it has not been for want of asking my wholesaler.

## Conspiracy

But why the conspiracy of silence? I have frequently experienced the frustrations expressed by one of your correspondents regarding the sending off of orders into the blue; the lack of acknowledgement; the absence of any reply to inquiries concerning the orders, and the total lack of information. There may be a shortage of glass; there may be a shortage of plastic; there may be an acute dearth of raw materials. But the greatest shortage is that of good manners—and that is inexcusable.

**Mr R. F. Gilham**, chairman and managing director of Chas Zimmermann & Co Ltd, completed 50 years working association with the company on October 31 during which time he has participated and become associated with the growth of the company, including their recent move to Milton Keynes and the subsequent amalgamation with W. H. Hobbs & Co. The occasion was celebrated by a luncheon in his honour, where fellow directors and his associates in the industry were hosts and presented an engraved silver salver to him.

## Deaths

**Middleton:** On October 31, Mr H. G. Middleton, head of the former Midland Counties Drug Co Ltd, aged 92.

*Mr Thomas Marns* writes: I always felt it a privilege to serve with Mr Middleton on the council of the Proprietary Articles Trade Association and the executive of the Proprietary Association of Great Britain, where he had represented his Drug Company on both bodies for very many years until he was forced to give up through declining health.

Herbert Middleton was a firm, resolute person whose advice was much appreciated by the above Associations, whose comments were always sound, and one who had the ability to restore any discussion to the realities of the moment. Even right up to the last his interest in the affairs of the PATA and PAGB did not diminish and I am sure all his late colleagues will recall a fine gentleman of a bygone age.

## News in brief

□ Six pharmacists have been appointed to Area Health Boards in Scotland: They are: D. Currie (Glasgow), D. W. M. Davidson (Tayside), J. B. Grosset (Lothians), A. Matheson (Western Isles), D. M. McIntosh (Grampian) and G. W. Telford (Borders).

□ "Pilferage from smaller shops" is the title of a free leaflet based on the "Shop-lifting and thefts by staff" report (see *C&D* last week). The leaflet is available from Crime Prevention Officers.

□ Indrofa 74, the West German international trade fair for "beauty and health products" is to be staged at Killesberg fairgrounds, Stuttgart, May 16-20, 1974.

□ The US Food and Drug Administration has proposed that no asbestos filter should be used in the manufacture of injectable drugs unless such filters are essential, when an additional, non-asbestos filter would also be required.



# Pharmacists and photography

A plea that chemists who could still offer darkroom facilities to photographers should get in touch with him, was made by Dr R. F. White during a lecture on "Pharmacists and Photography" given at the British Society for the History of Pharmacy meeting at the Society's House on November 4\*.

Dr White traced the connection of the interest of pharmacists in photography and referred to the use of early plates and the fact that the *Chemist and Druggist Diary*, 1896 published a list of chemists offering darkroom facilities so that a local pharmacy could supply customers with the name of a colleague in towns many miles away which the holidaying or travelling amateur photographer might be visiting. Dr White said he was trying to bring these records up to date.

## Wet collodion process

In 1851 came an important development by Frederick Scott Archer who announced his wet collodion process by which a mixture of potassium iodide and collodion was coated onto a glass plate and dipped into silver nitrate solution. The silver iodide was deposited as an even layer over the plate. The snag was that the plate had to be exposed and developed whilst still wet; if it dried out it was useless. The speed, comparative simplicity and excellent results swept earlier Daguerrotype and calotype processes away.

The staining of hands by silver nitrate caused a photographer to be instantly recognised. In 1853 there were advertisements by Richard W. Thomas, chemist, Pall Mall, "manufacturer of pure photographic chemicals" offering Cyanogen soap "off all respectable chemists in pots at one shilling, 2 shillings and 3 shillings and six pence each". For removing "instantaneously photographic stains from the hands".

In 1853 John Mawson, Newcastle-upon-Tyne, offered, amongst other materials "photographic collodion, very sensitive and tenacious, yielding pictures of great intensity and propriety of shading, one shilling per ounce". Mawson's collodion subsequently became the standard by which others were judged.

Mawson later joined forces with Joseph Wilson Swan.

*The Photographic News*, May 20, 1859 reported that the triumphs of photography depended less on the manipulator than on the substances he employed, hence "photographers are deeply indebted to the Pharmaceutical Society for the effect it has made to ensure purity in the manufacture of compounds . . ."

In 1861, *The Chemist and Druggist* provided a detailed series of articles on the various photographic processes with the

purpose of educating pharmacists so that they might be better equipped to stock and sell photographic chemicals.

The fading of photographic prints spurred the inventive mind of the times and another pharmacist Joseph Swan perfected the carbon process.

Swan dry plates were introduced in 1878 by Mawson and Swan an advertisement in the *Photographic Journal*, July issue of that year, priced quarter plates at three shillings a dozen.

Swan's other notable contribution was the introduction of a commercial gelatin/bromide paper in 1880.

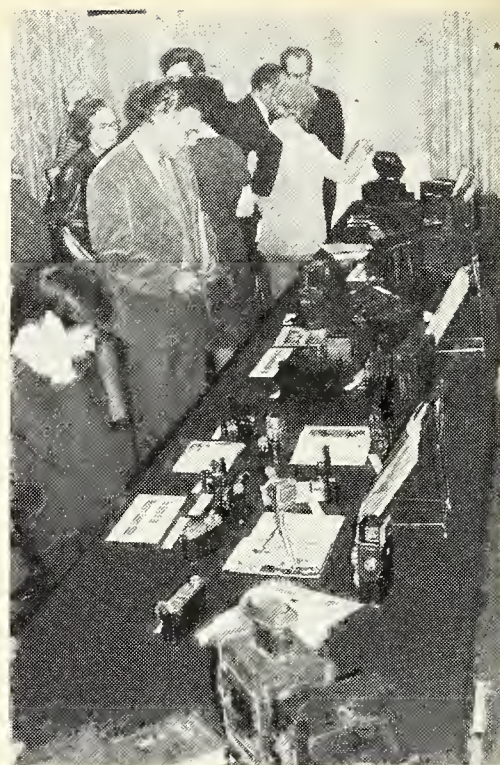
The photographic activities of Mawson and Swan were described in a supplement to the *Photographic Review of Reviews*, October 1894.

By bringing out the Kodak in 1888, George Eastman put a camera into the hands of thousands of "snap-shotters". The camera was loaded with film for 100 exposures, each  $2\frac{1}{2}$  in in diameter. When the exposures were taken the camera was returned to the Eastman Photographic Materials Co. who removed and developed the film, returned the camera freshly loaded and the prints individually mounted. Eastman found in the large number of chemists shops a ready-made distribution system for his mass produced cameras.

Dr White pointed out the pharmaceutical link in the predecessors of Ensign Ltd. who before adopting that name had been known as the Houghton Butcher Manufacturing Co. Ltd. The pharmaceutical link was with the Butcher part of the organisation. From a pharmacy in Blackheath Village the Butcher family sold cameras and accessories. Soon W. E. and F. E. Butcher, sons of the founder, began to make cameras for sale in premises in Blackheath. Their first camera factory is now occupied by a printing company. The chemist's shop still stands today, now with a modern shop front.

Dr White's final reference was to one man who bought a chemist shop "called Watsons" in Sheffield, in 1902. His photographic activities expanded and in 1919 he opened a camera shop in London in his own name which was to become one of the best known photographic businesses in the world. He was Wallace Heaton, PhC.

\*Letters will be forwarded — Editor.



Examining historical equipment

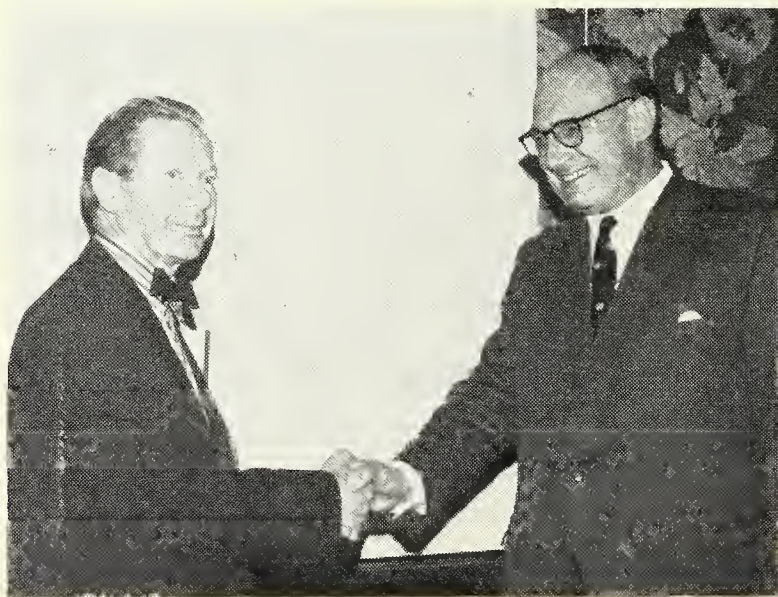
## History fellowship award

The first Honorary Fellowship of the British Society for the History of Pharmacy has been awarded to Mr Leslie G. Matthews.

The president (Dr T. D. Whittet) announcing the award at the beginning of the Society's meeting at 17 Bloomsbury Square, on November 4, said Mr Matthews' contribution to the history of pharmacy had been "enormous". He had written several excellent books and papers and his work on the Royal Apothecaries was a "classic". There was no doubt that "The Antiques of Perfume", Mr Matthews' most recent publication, that had been released but a few days ago, would come to be similarly regarded.

Dr Whittet also referred to Mr Matthews' contribution to the Society both as a committee member and when he was president.

Mr Matthews replying, thanked the president and members for the "greatest honour the Society can bestow". He added "I can now say I have come of age — it is 21 years since I 'chaired' the Committee on the History of Pharmacy".



Dr Whittet, right, congratulating Mr Matthews on his fellowship award



# New products and packs

## Babycare

### Golden Babe Bambi

Lilia-White (Sales) Ltd, Alum Rock Road, Birmingham B83D2, are introducing a brand new improved disposable nappy under the title Bambi. It is part of The Golden Babe Services. Golden Babe Bambi with its special waterproof backing is to be featured in heavy advertising campaigns and money off promotions.

## Baby Shapes

A disposable nappy formerly manufactured under licence from Molnlycke AB will now be manufactured and marketed by Molnlycke's UK subsidiary, Sancell Ltd, in a greatly extended plant at the company's Morpeth, Northumberland factory. The product will be launched under the new title Baby Shapes.

Baby Shapes pack sizes, pricing structure, case sizes and trading terms are unchanged.

"In product terms, only the name has changed; it is still the familiar proven product," said Mr V. R. Baylis, Sancell's managing director. "But what will change is the marketing approach. Immediate and significant support is to be provided." It includes: Introductory consumer price cuts, but maintained cash margins. Special free stock trade bonus available to retailers and wholesalers. A £70,000 initial support budget and new packaging and point of sale material.

The substantial consumer price reductions range from 2p off the pack of 10 nappies (usual price 15p) to 9p off the 48-pack (normally selling at 68p). Buyers of the 20-nappy pack get a 4p reduction.

During the next two months, 26 extra sales girls will supplement Sancell's regular team and will call on retail chemists.

## Over-the-counter medicinals

### Clearasil relaunch

Clearasil have introduced a new size and new packaging for their cream preparations.

The new packs contain a larger tube with an increase in contents from 18 to 22 g (£0.45). The new retail selling price represents the same cost per gramme to the consumer.

The new packs will be distributed with an attractive shelf organiser for even better display. The Clearasil standard tri-colour of red, pink and black appears on the packs of both types, skin-tinted and white vanishing. However, so they can be easily distinguished, the white vanishing Clearasil cream will come in a blue pack and the skin-tinted cream in a beige.

## Cosmetics and toiletries

### Two Coty talcs

New from Coty is Sweet Earth talcum



powder in two fragrances wild musk and patchouli (£0.48). Both are attractively presented in the Sweet Earth design and are to be backed by merchandisers, featuring a "romantic mood shot of a young girl relaxing in the flowers and grass of sweet earth." Coty Ltd, Coty House, 3 Stratford Place, London W1N 9AE.

### For the fairer skins

Ivory, a new softly pale shade in Sheer Moisturising Film specially for winter complexions is being added to the Ambre Solaire face care range. It has been added for those with very fair skins who might find the other shades a little on the dark side. Distributors are Golden Ltd, London W1.

### From tin to plastic

Cussons Sons & Co Ltd, Kersal Vale, Manchester M7 0GL, have re-launched their Imperial Leather shower talc for men (£0.31) in a red plastic container having the same shape as the famous Cussons Imperial Leather after shave bottle. The pack contains 110g of talc.

### Blue Chip by Riton

Riton Cosmetics, a new name in the toiletries field, enter the market with two products under their Blue Chip brand name. They are Blue Chip Aeroshave (£0.49) a silky smooth aerosol shaving foam, and Blue Chip hairdressing spray (£0.49), a non-lacquer spray giving a "natural looking hold".

Both products are packed in outstanding metallic blue and silver tall cans, with metallic silver caps.

Following closely behind the launch of the first two products comes an aftershave, packed in an extravagant looking and strongly masculine bottle and carton. Early in the New Year the range will be ex-



tended to provide a full series of male toiletries.

The first advertisements will be appearing in mass circulation media and this will gradually build up to include London television followed by television in other selected areas.

(Riton Cosmetics Ltd, distributors Gerhard Pharmaceuticals Ltd, Thornton Laboratories, Glebe Road, Huntingdon PE18 7DX).

### Mascara with protein

Super Rich mascara with protein (£0.99) is the latest from Revlon and is claimed "to lengthen and thicken the lashes separately, naturally, with deep lasting colour that just can't streak or run." Packed in transparent containers, Super Rich mascara is presented in black, dark brown, light brown, sky blue, fern green, early lilac and fresh turquoise. Then there are two Natural Wonder products for Autumn '73, and six new frosted eye-shadow colours. Soft Blush (£0.80) is a light "glowing" powder applied with a sponge, providing a delicate satiny finish that lasts all day long, it comes in six shades. Fawn, a soft peachy amber, nutmeg, a frosted warm sunny brown, ginger, frosted warm peach, heather, soft dusty lilac, primrose, warm rosy pink, and cognac, frosted deep tanned rose.

Wheat germ press powder (£0.52) is said to absorb oil and keep shine away for hours. Packaged in a cobalt blue compact, Wheat Germ Powder comes in light and medium shades.

Natural Wonder eyeshadows (£0.42) come in six new frosted colours in "warm smudgy tones." Ivy, deep teal, blueberry, deep turquoise, acorn, honeycomb brown, pussywillow, charcoal grey, pink heather, soft pink and candied ginger, soft melon.



**The biggest name in hair care.**

**SUN  
silk.**



# And small wonder.

## £14,400,000

That's the total retail value of this year's Sunsilk sales. Sunsilk has *doubled* its sales since 1970, and this year Sunsilk is growing faster than ever before. In fact, it's been a record year for every Sunsilk brand.

### Brand leader

Sunsilk Shampoo sales have kept rising in spite of increased activity in the market. Other shampoos come and go, but Sunsilk keeps the lead. Heavy TV advertising and the wide range of variants will keep Sunsilk Shampoo growing bigger and bigger.



### Brand leader

Sunsilk Setting Lotion spray became brand leader only 12 weeks after its launch. Its simplicity and convenience converted many new users to setting their hair. Its four variants mean that users can choose a variant for their type of hair. Because it's so good Sunsilk Setting Lotion Spray has increased the market size tremendously and started a new trend in setting lotions.



### Brand leader

Sunsilk Hairspray sells as much as its two nearest competitors added together. It's strongly supported by two new TV commercials, and it's growing faster than any other spray on the market.

### Tomorrow's Brand leader?

Sunsilk Conditioner is growing fast. Sales are up a record 25% this year putting it very well on the path to brand leadership. And its new packs will help it grow even faster.



**Sunsilk.**  
The biggest name in  
hair care, and  
still growing.



Elida Gibbs Ltd  
The Brand Builders



# Trade News

## Beecham antibiotic additions

Beecham Research Laboratories Ltd, Great West Road, Brentford, Middlesex, are introducing two new antibiotic presentations on November 12: Magnapen syrup 100mls (basic NHS price £1.80) containing 125mg ampicillin with 125mg flucloxacillin in 5ml; and Floxapen vial for injection, each vial containing 500mg flucloxacillin (basic NHS price for 10 vials £5.24).

## After dinner date

Polaroid invite retailers to sit-down after dinner any time after November 18 and watch, with 27 million other viewers, the Polaroid television commercials. In that way they hope to show how they convince members of the public, of the ease of Polaroid's system of producing black and white or colour prints. Polaroid also hope that the advertising would remind retailers that it "shouldn't be long" before they are selling more of the cameras.

Vestric Ltd also emphasise that they are holding ample stocks of the Super Swingers, Square Shooter 2's and Colour-pack 80's and all varieties of Polaroid film.

## Imferon recall

Fisons Ltd Pharmaceutical Division, Derby Road, Loughborough, Leicestershire, are recalling three batches of Imferon dosage units. The recall is being undertaken because inspection of reference samples has shown the presence of a precipitate but no adverse effects have been reported.

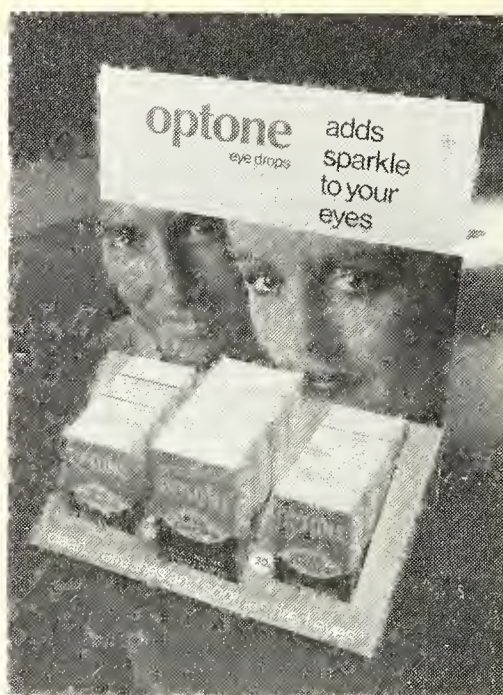
The batches involved are: AG1A Imferon D syringes 5ml, FT3A Imferon D syringes 2ml, DA21A Imferon ampoules 20 ml. They should be returned to Fisons Ltd, Pharmaceutical Division, Quality Control Department, Regent Street, Loughborough for crediting.

## Pack rationalisation

Ortho Pharmaceutical Ltd, Saunderton, High Wycombe, Buckinghamshire warn that due to lack of demand the following products will be withdrawn from their range as from January 1, 1974: Salpax 10ml pack of ten; Tidoxital capsules 20 and Ortho disposable vaginal applicators. In addition, the Ortho-Novin 1/50 unipak will be gradually phased out as from November 30, 1973. Orders will continue to be accepted for the pack while present stocks last, after which time the Ortho-Novin 1/50 pushpak will automatically be substituted unless otherwise instructed.

## Outers of ten

CIBA Laboratories, Horsham, Sussex announce that Otrivine nasal spray packs are now available in outers of ten, and not six as previously. The changeover to packs of ten for Otrivine nasal drops and paediatric forms will take place throughout the coming months.



## Optone display stand

Keldon Ltd, Wadsworth Road, Perivale, Middlesex, have produced a point-of-sale unit for Optone eye drops. The unit can be displayed on the counter or shelf, comes in four colours and is made from astrolux board. It holds eight small and four large bottles of Optone. The display is hoped to complement an advertising campaign featuring in monthly and weekly women's magazines.

## A vitamin E range

The vitamin E skin and hair care range launched by Lon (UK) Ltd, 58 Russell Square, London WC1B 4HP consists of: Vitamin E oil in two sizes: ½ oz (£1.55) and 1 oz (£2.65); Vitamin E cream an emollient cream in a 2oz jar (£1.65); the hand and body lotion is packed in a light weight 8oz container (£0.99). Similarly packed is a shampoo "containing natural herbs" (£0.99).

The latest additions are a vitamin E face mask (£0.99) and vitamin E soap (£0.50).

# Prescription specialities

## PANOXYL 5 and PANOXYL 10 acne gel

**Manufacturer** Stiefel Laboratories (UK) Ltd, 825 Yeovil Road, Slough SL1 4JA

**Description** 5 per cent and 10 per cent benzoyl peroxide in white gel base formulated with colloidal magnesium aluminium silicate, hydroxypropylmethyl-cellulose, citric acid and purified water.

**Indications** As an aid in the treatment of acne.

**Contraindications** Should not be prescribed for patients with a known sensitivity to benzoyl peroxide

**Dosage** Treatment should normally commence with Panoxyl 5 applied carefully to affected areas once daily and allowed to remain for two hours. Remove with water and continue treatment for two-four days.

## Bonus offer

Bengue & Co Ltd, Mount Pleasant, Alperton, Wembley, Middlesex HA0 1TX. Pulmo-Bailly. Special bonuses through wholesalers (until November 30).

# on TV next week

Ln — London; M — Midland; Lc — Lancashire; Y — Yorkshire; Sc — Scotland; WW — Wales and West; So — South; NE — North-east; A — Anglia; U — Ulster; We — Westward; B — Border; G — Grampian; E — Eireann; CI — Channel Islands.

**Alberto Balsam hair conditioner:** All except We, B, G, CI

**Alberto Balsam shampoo:** All except U, We, B, G, CI

**Ambre Solaire Face Care:** Lc

**Anadin:** All except E, CI

**Aquafresh:** Y, WW, NE

**Askit:** Sc

**Cashet perfume:** All areas

**Crest toothpaste:** Y

**Dettol:** All areas

**Disprin:** All areas

**Max Factor perfume atomiser:** Except E

**Oil of Ulay:** All except Ln, E, CI

**Old Spice:** All areas

**Phensic:** All areas

**Phillips Ladyshave:** Ln, M, WW, So, A, We, CI

**Phillips Philishave range:** All except E

**Q-Tips:** All areas

**Radox:** All except U, E

**Sandrine:** All except So, E, CI

**Silvikrin hairspray:** All areas

**Silvikrin shampoo:** All areas

**Tabac Original:** Ln, M, Lc, Y, Sc, So, NE

**Vaseline Intensive Care:** All areas

**Vosene:** All areas

**Windsong:** All areas

**Yardley Sea Jade:** All areas

**Zubes:** Lc, Y, Sc, WW

If no discomfort, apply once daily for four hours for next four days. If still no discomfort, apply at bedtime and allow to remain all night. For severe conditions, may be supplemented by daytime use. Panoxyl 10 may be required for satisfactory drying and desquamative action because of variations in skin reaction to benzoyl peroxide in different patients

**Notes and precautions** Application to sensitive areas such as the neck should be made with caution; to avoid irritation there should be no contact with eyes, mouth and other mucous membranes

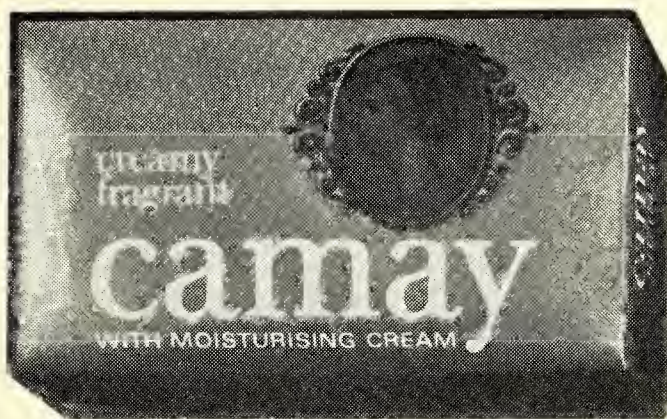
**Side effects** A mild burning sensation on first application and moderate reddening and peeling of skin occurs within a few days. During first few weeks of treatment a sudden increase in peeling will occur in most patients; that is not harmful and will subside within a day or two if treatment is temporarily suspended

**Storage** Store in a cool place

**Packs and prices** Panoxyl 5, 42.5g tube, £0.70 basic NHS. Pan-oxyl 10, 42.5g tube, £0.80 basic NHS

**Issued** November 1973





## **GREAT TRADE OFFER FROM CAMAY AND FAIRY TOILET SOAP**

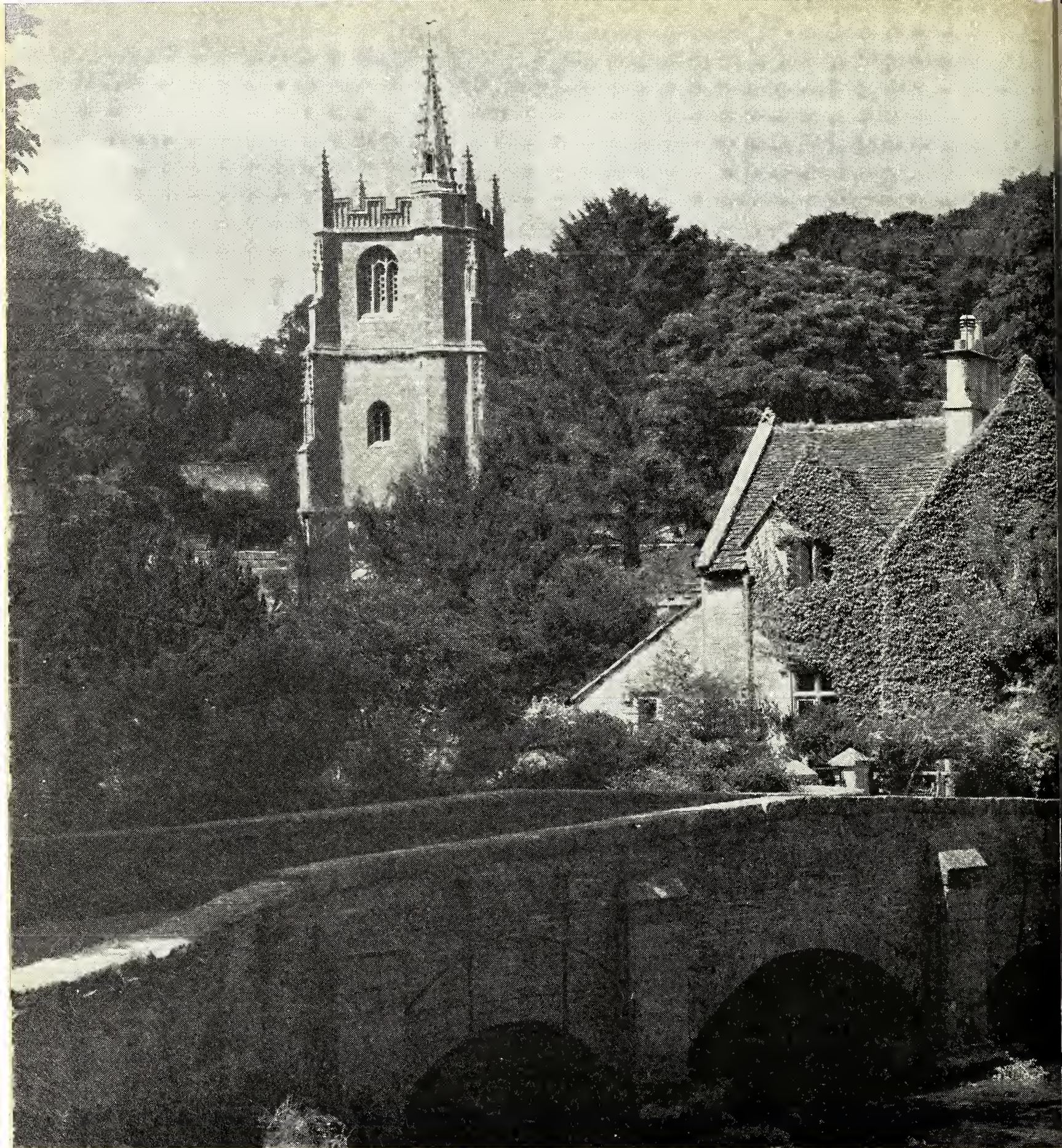


**150  
MELCOR 380  
POCKET ELECTRONIC  
CALCULATORS  
WORTH £ 69.50 EACH  
MUST BE WON IN  
A FREE TRADE CONTEST**

- \* **FACTS AND FIGURES FAST**
- \* **ADDS, SUBTRACTS, MULTIPLIES  
AND DIVIDES**
- \* **INCORPORATES MEMORY AND CONSTANT  
FUNCTIONS**
- \* **SIMPLIFIES VAT STOCK TAKING  
AND PROFIT CALCULATIONS**

**Get an entry form from your  
Wholesaler, Cash and Carry or your  
Procter and Gamble salesman**





That's how many people will be seeing our brand new commercial for the Super Swinger between now and Christmas. Anything up to nine times each.

And that's not all. We've got a whole series of double page spreads in the colour supplements to reach another six and a half million people, telling them all about the Square Shooter 2.

We'll be showing all these people just how easy it is to take, develop and print a picture with a Polaroid camera. Full colour in only a minute, black

# Sit down after dinner and watch Polaroid





POLAROID INSTANT PICTURE CAMERAS  
"Polaroid" and "Swinger" are trade marks of Polaroid Corporation, Cambridge, Mass., U.S.A.  
Polaroid (U.K.) Limited, Rosanne House, Welwyn Garden City, Herts.



and white in seconds. And reminding them how well a Polaroid camera should go down as a Christmas present.

Which is where we hope you come in.

Because once we've sold them the idea, it shouldn't be long before you're selling them the camera.

So sit down after dinner any time after 18th November and you'll see what we mean.

**ommercials with 27 million people.**





## ***The van that's big on space and small on costs.***

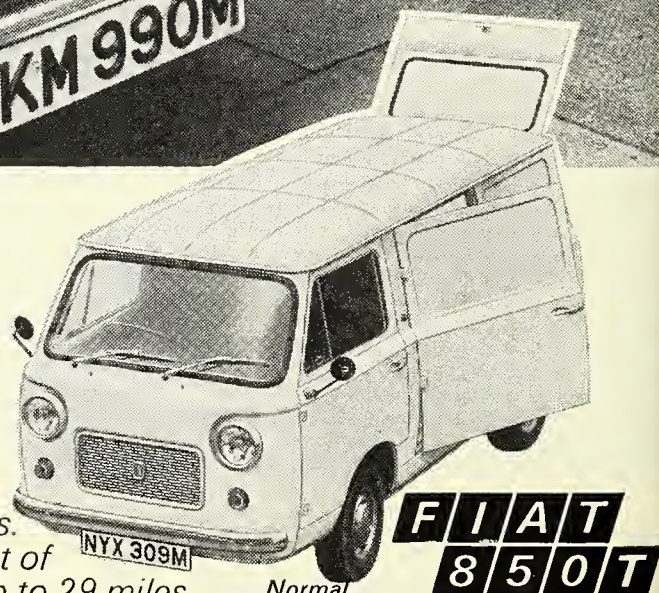
*No other van gives you so much space at so little cost.*

*But that's not the only advantage when you buy a Fiat 850T. Look at these other key features. Extra large, lined, interior of up to 106 cu.ft. capacity.*

*Available in two/three door, and high/low roof versions.*

*All models offer the same very low loading height of only 16". Designed to carry over 12½ cwt and do up to 29 miles per gallon, the slim flush-sided Fiat 850T arrives fully painted and is ideally suited to handle your in-town deliveries and minimise parking problems. Take a test drive in the robust, safe and comfortable Fiat 850T van today at your local Fiat dealer.*

*With Fiat you get the backing of Britain's most conscientious dealers: over 350 of them selected with the most scrupulous attention to the service they can give you. For the address of your nearest dealer please contact: Fiat (England) Limited, Great West Road, Brentford, Middlesex. TW8 9DJ. Tel. 01-568 8822.*



Normal

# **£866.00**

**2 door £893.00**

**Fiat 850T High Roof**

**Normal £888.00**

**2 door £914.00**

All prices quoted exclude V.A.T.  
Special fleet terms available on request.



## PHOTO EQUIPMENT REVIEW

# New Agfa pocket camera: easy to handle and with attractive presentation

**Agfamatic 200 Sensor Pocket Camera:**  
Made in Western Germany and distributed in Britain by Agfa-Gevaert Ltd, Brent House, Great West Road, Brentford, Middlesex.

**Design and style:** A combination of matt-black plastic and satin chrome, with an overall smooth finish and no projections make this an eminently handleable little camera; it slips in and out of the pocket smoothly and "feels" just right. It also "looks" right, which is important because of first impressions on picking up any new item of photographic equipment.

The new camera is different from others available in the 110-format because it is longer when it is open than when it is closed. On the underside of the body there is a slider which releases the left-hand end of the camera so that it slides outwards (in a kind of lateral trombone action) to uncover the viewfinder and unlock the shutter release. Gentle pressure on the two ends of the camera (as if closing it up again) advances the film and re-sets the shutter for the next exposure—this motion is very smooth with a slight ratchetting noise that seems to confirm that the camera is working.

One of the special features of the camera is the red *Sensor* button, gentle pressure on which makes the exposure. This is important because the success of the 110-format is likely to depend upon two factors: the steadiness with which the camera is held and the smoothness of releasing the shutter; and the quality of the commercial processing facilities which are offered.

On the top plate of the camera there is, centrally mounted, the rotating receptacle for a Magicube; to the right of it and nearer the front edge of the camera there is a small slider which controls the shutter-speed. The simple markings are "full sun" (1/100th second) and "cloud" (1/50th. second). The red *Sensor* shutter-release disc lies just behind the shutter-speed control.

Recessed in the right-hand end of the

camera body there is a threaded bush for the metal carrying chain—this is a standard  $\frac{1}{4}$  inch British tripod thread so that the camera can be mounted on a tripod if desired. At the left-hand end of the back of the camera there is the eyepiece of the viewfinder and also, to its right, the transparent panel through which the designation and numbering of the film cassette can be seen. Above that, and still further to the right, on the top edge of the camera there is another small slider which controls the lock of the hinged camera back. The slider which releases the opening mechanism is on the underside of the camera.

Once the camera is in the "closed" position none of the optical parts is exposed and the shutter-release is blocked . . . but, also of interest, even in the "open" position the lens is protected because the shutter is in front of the lens in a deep recess which provides an excellent lens hooding.

**Performance:** The results given by the new 110 system in comparison with either full-frame 35mm or the popular 126-format have already been commented upon; this new camera continues the theme. Pictures were made in a perfectly straightforward manner. The area reproduced above is full size from the centre of what might be a large enprint, representing an overall enlargement of about 10 times. It is as good as, and in some respects, better than many inexpensive 126-format cameras which we have tested.

The tiny negatives were developed in a standard commercially-available developer under quite normal conditions. However, great care was taken at every stage in handling the material to ensure the best results. Enlargements were made in a professional high-quality enlarger (Leitz Focomat) using a modern enlarging lens (the enlarger lens cost more than the camera under review, being specially computed for this kind of work).

**Presentation:** Reference was made to this in the original announcement (*C&D* Octo-



Reproduction from the centre of a large enprint, representing a 10 times enlargement. Normal speed black and white film was used—the same type as the test on Kodak Model 100 Pocket Instamatic camera (reviewed *C&D* October 14, 1972, p. 552) so the results are comparable.

ber 20, p 545). It is attractive and should arouse the interest of the prospective purchaser. The instruction sheet is multilingual and, therefore, a nuisance when one tries to find the English version in each of the separate sections and the English leaves something to be desired.

**Agfamatic 2000 Sensor Pocket Camera**  
Manufacturer Agfa-Gevaert AG. München. Western Germany

Distributor Agfa-Gevaert Limited, Brent House, Great West Road, Brentford, Middlesex

Lens f/9.5. three-element, fixed focus. Range: four ft to infinity

Shutter 2-speeds, 1/50th and 1/100th second; automatic setting to 1/50th second for flash

Features Extension of the range of equipment for the 110-format system, simplicity, elegance

Accessories Carrying case — if bought separately from the outfit, £1.69. Flashcube extender included in both outfits as is also metal carrying chain

Dimensions  $4\frac{1}{2} \times 1\frac{1}{8} \times 2\frac{1}{8}$  in, 112 x 27 x 53 mm

Weight 6 oz, 170 g, camera alone; 1 oz, 28 g flashcube and extender

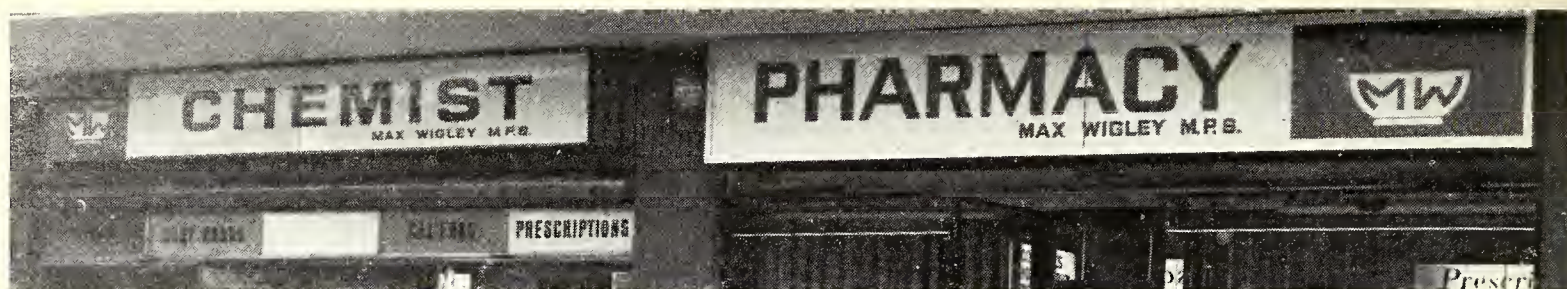
Recommended retail price £19.04 complete outfit; £17.35, outfit without carrying case

Availability Imminent, with Agfacolor CN 110 12- and 20-exposure films. Black-and-white film expected in February 1974 and a colour-reversal film by photokina-time next Autumn



In this picture the Agfamatic 2000 is shown about half actual size





## Dispensing-only pharmacy doubles output

A few hundred yards off the busy road approaching East Cardiff from Newport there is a parade of shops among which are two adjacent shop fronts, one bearing the sign "chemist", the other "pharmacy". A stranger could well be excused thinking that here was opposition indeed. In fact it is one business owned by Mr Max Wigley who earlier this year had to make a snap decision to take over the lease of the shop next door which had been held by a grocer.

Having completed the necessary legal formalities he set to work with a carpenter and a painter and transformed the interior into an "ethical" pharmacy which was opened for business in the middle of June.

### Own ideas

Although an architect was employed, Mr Wigley had his own ideas on what was wanted and these, he said, did not always coincide with those of the architect. He also consulted Mr Howard Myers of S. I. Myers Ltd, who told him to go ahead with his plans giving him advice on using some of his fittings displaced after the removal of the dispensary to its new location. The only fittings needed to be bought were two cases at the front of the new dispensary and behind a 16ft leather-topped counter.

Emphasis has been placed on the waiting area, the ratio of floor space being approximately four to one of working. The waiting area has 12 seats side-by-side giving the impression of a custom-built settee. The architect apparently wanted the latter built-in an estimate for which was over £400. Mr Wigley disagreed and stuck

to his choice of individual seats which cost a total of around £150 instead.

Within the waiting area there is a public telephone, baby and adult weighing scales and two rows of plants.

The floor is covered with Heuga felt squares and the walls are wood panelled. Heating is by thermostatically-controlled ducted air from a gas boiler. During hot weather cold air is circulated. Mr Wigley was one of the first to use the Turn-o-matic system which he and his customers find useful. The ticket given to the customer on presentation of the prescription is also used as a receipt when some item has not been completely filled.

While on a rugby tour to France Mr Wigley noticed a type of sunblind which he considered would be useful as background for his windows. Known as Sun-way blinds they can be used in different ways — to cut out the view of the inside or give a full view say from the right while obscuring the view from the left and vice versa. Additionally they may be used to frame and therefore focus attention to any set piece in the window.

Mr Wigley qualified in 1954 from Cardiff. Son of a pharmacist he

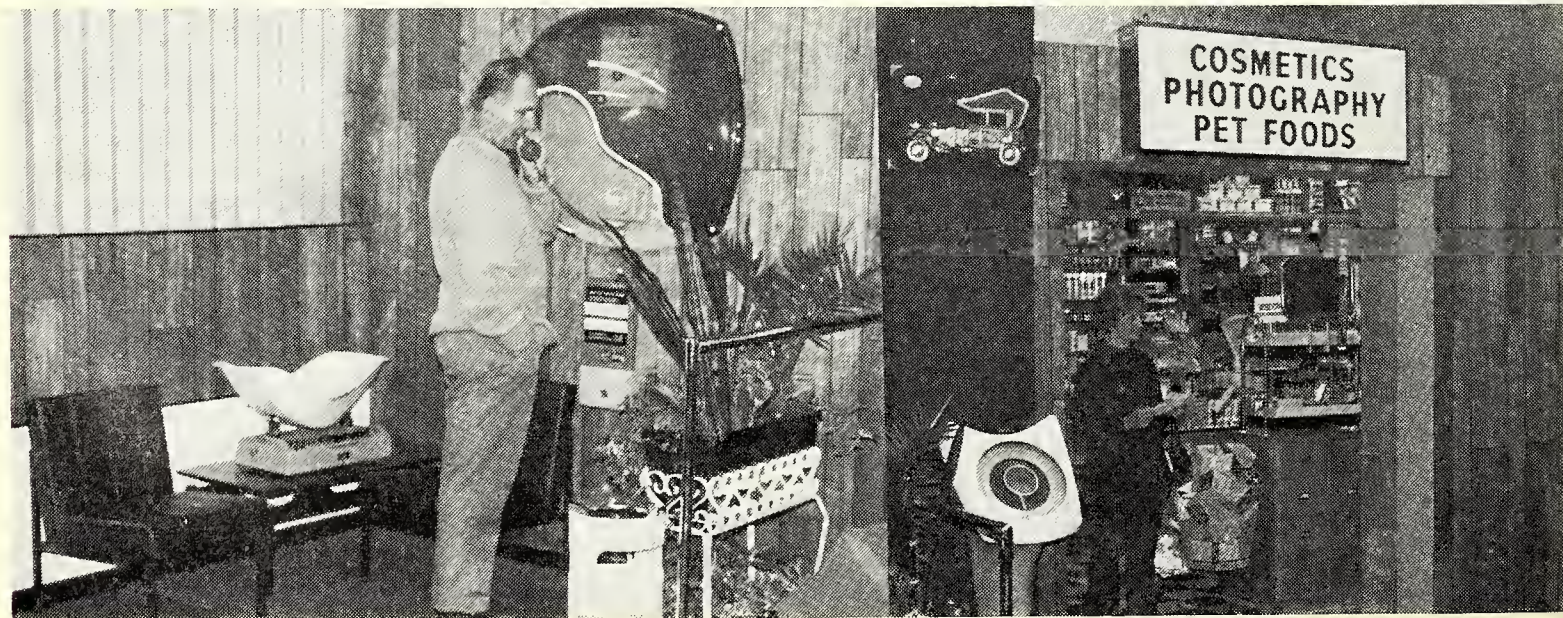
worked in his father's pharmacies until six years ago when he bought the present shop in Llanrumney from him.

His recent expansion has brought extra dispensing business — much more than he expected. July and August figures were up by 100 per cent on a year ago but how much of that was business taken up from elsewhere and how much was due to the extra volume of work that was generally available, it is too early to say. What can be said is that the venture has met with very favourable approval by all who have need to use his services.

Says Mr Wigley: "Having attempted to give a first-class service for prescriptions — no other commodity except Scholl's foot aids are sold in the pharmacy — the success of the venture now lies solely on the shoulders of our negotiators (Chemist Contractors Committee). The number of prescriptions dispensed is high but the returns after discounts etc are ludicrous".



Within the waiting area (below) there is a public telephone, and two rows of plants. Easy access to the shop area is available from inside (lower right). Above is Mr Wigley and the versatile sunblinds.





# Introducing new Bambi.

## The new improved Golden Babe disposable nappy from Lilia-White.

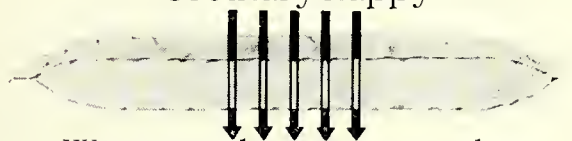
Golden Babe Bambi pads are a new concept in disposable nappies. They have their own built-in waterproof backing.

This disperses the moisture evenly through the nappy instead of allowing it to collect in a pool as it can do with ordinary disposables.

They lessen the chance of nappy rash

and they're much more comfortable to wear.

Ordinary nappy



Wetness tends to stay in one place.

Bambi



Special backing disperses moisture through the whole pad.

We'll be advertising new Bambi pads in all the high circulation women's magazines plus the specialist mother and baby press.

The campaign starts in November with full colour spaces and hard hitting ads.

We'll be running a big money off promotion. Over 100,000 mothers will each receive a 16p Golden Babe nappy voucher redeemable through your outlet.





remember  
Selsun®...



for their dandruff  
-and your reputation

Full information on Selsun (selenium sulphide, Abbott) from  
Abbott Laboratories Ltd., Queenborough, Kent, ME11 5EL





# No general sale list draft until late spring?

Draft general sale list regulations are unlikely until at least the late spring of 1974, Mr W. M. Darling, a member of the Pharmaceutical Society's Council and of the Medicines Commission, told the Yorkshire Regional conference on Sunday. He said the matter was being taken extremely seriously, but added that the Commission must take into account accumulating knowledge of the dangers of so-called simple remedies" and drug interactions of "safe substances".

The opportunity must be taken in the next few months to condition the public to the fact that medicines were not ordinary items of commerce. This could be achieved by a substantial reduction in the size of the list, by a requirement that no medicine may be promoted by self service, and the abolition of advertising of medicines to the general public.

However, if pharmacists wanted more responsibility in relation to medicines distribution they must look critically at themselves and their premises. "We know the value of our advice and protection, but do not let the public and those responsible for making laws?" There had been much criticism from outside of the "little girl in the chemist's shop" and the pharmacist tucked away in the dispensary". Each pharmacist must act as an ambassador for the profession otherwise there must be concern about the regulations other people would make to govern the profession's future activities.

## Unfortunate decision

Turning to NHS reorganisation, Mr Darling hoped it would be remembered that "NHS" did not stand for "National Hospital Service", and that the aim would be to improve service to the patient. It had been decided that in-post Noel Hall area and regional pharmacists would become the new area and regional pharmaceutical officers. "This decision is unfortunate", said Mr Darling. There should be two separate posts because of the additional work involved — already under Noel Hall some area pharmacists had had to appoint principal deputies. The speaker forecast that the need for two posts would eventually be realised.

Bringing members up to date on EEC matters, Mr Darling said that the only thing holding up draft directive 2 (on manufacture and freedom of movement of products) was the qualification of the responsible person". He supported the original claim that it should be a pharmacist because the patient was entitled to the same degree of protection whether medicines were made on a large or a small scale. However, the nine governments' working group had decided to remove the requirement and were now trying to lay down a minimum qualification — a degree

with specified study in certain obligatory subjects. It was also intended to provide a "supplementary examination" where a basic degree did not comply. However, the "end product" would not have a "right of establishment" in countries not wishing to recognise his qualification. "I can see little evidence of harmonisation in these statements," said Mr Darling.

The speaker also criticised proposals to lay down rigid guidelines for the pharmacy degree course, because of differences in basic education, teaching standards and facilities. A system of assessment would be the most appropriate method; the Department of Education and Science suggestion that a body of experts from member countries, advising if the resources of an individual university were satisfactory, merited further consideration. Mr Darling welcomed the rebuttal of Mr Verreydt's assertion that the Society should end its role in pharmaceutical education (C&D October 27, p 291), and hoped for a change of thinking following the presentation of a document on the history of pharmaceutical education in Britain to the last EEC pharmacy group meeting.

Mr Darling concluded by expressing the feeling that wherever there was conflict between the economic and the professional in Europe, the economic would win. However, decisions were still a long way off and it was important that every item of pharmaceutical knowledge should be canvassed so that at the end of the day it could be said "We did our best".

Opening the discussion Professor J. M. Rowson, Bradford University, pointed out that although European degrees contained much general material at the beginning of the course Britain's Schools Council proposals for a new A level would also broaden sixth form education, leading to a change in British university courses. He reminded Mr Darling that the Society itself used course length and contact hours as a yardstick for granting PhC recognition.

## Claims must be pressed

Dr T. G. Booth thought Mr Darling's hopes for the future were "pie in the sky". He saw little chance of changing the general sale list, of gaining representation on the management team or of getting a second pharmaceutical officer. But Mr Darling threw back the challenge saying "With thoughts such as you express why should we continue to train pharmacists?" Unless people continued to press the claims pharmacy would be further behind than it was.

Mr T. D. Clarke, Harrogate, a regional pharmacist, said it was not necessary for him to attend every meeting of all committees. Two years ago the hospital pharmacist had no status except what he made

personally, and got nowhere near a committee. "Now he knows what is going on—he has risen from nothing to someone with direct access to the authority concerned".

On EEC, Mr Gordon, Leeds, said there was a lack of communication. Those in the "lower echelons" knew little about the negotiations. "Yet it is our future that is being talked about". Mr Darling replied that matters were moving extremely slowly and to give regular publicity would be "putting Europe into a position it does not deserve". In the afternoon session drug abuse was the topic. Chief inspector Smith, head of West Yorkshire Constabulary drug squad, sought pharmacists' co-operation in providing information about doctors who collected prescriptions for patients or issued many signed orders (for example, for amphetamines). It was a big step, but the police would not disclose the source of this information—information the Home Office required them to gather.

## Pharmacopoeia to be the only official compendium?

The British Pharmacopoeia Commission has decided that in future the British Pharmacopoeia should be the only official compendium for standards for all medicines in the U.K.

According to the Medicines Commission's annual report for 1972 published this week (H.M. Stationery Office, £0.10½), the BP Commission considered the composition of future editions and their relationship with other compendia of standards. They decided that the BP should be the only official UK compendium, but that standards designed for human and veterinary medicines should be published in separate volumes. The new compendium was also seen as containing standards for formulations including any suitable to support formulae appearing in future editions of the British National Formulary.

The Medicines Commission was consulted about a letter from the Association of the British Pharmaceutical Industry to the Department of Health. The letter had expressed disquiet at the possibility that there might be unintentional passage of commercially confidential information which had been supplied to the Committee on Safety of Medicines for licensing purposes to the British Pharmacopoeia Commission if common membership of the two committees was allowed. In reply the Commission stated that it would endeavour to avoid common membership of the two Committees but that would not always be possible because of the limited number of experts in some areas.

Valid applications for licences of right for some 55,000 products for use in human medicine and 4,000 products for veterinary use were received by the Commission before July 1, 1972. During the year 521 applications for manufacturers' licences were received, most of which were still under consideration at the end of the year. Existing manufacturing activities continued under temporary exemptions pending a decision on the application. Some 1,589 applications for wholesale dealer's licences were received.



# Professional News

Pharmaceutical Society of Northern Ireland

## College representatives present for discussion of technicians' training course

Two representatives of Belfast College of Technology were present at the October meeting of the Society's Education Committee when pharmacy technician training was discussed.

Presenting the Committee's report to the Society's Council meeting, Mr J. Chambers said Mr Wilson and Mr Singleton of the College had been present to advise on the courses available in their department. Having heard what the committee had in mind — the use of some existing ONC courses for science subjects with instruction in pharmaceuticals being given by the pharmacists in the hospital — Mr Wilson had said there were two possible courses:

□ One would lead to the City and Guilds qualification. Students without 'O' level subjects would be required to do a year's introductory science course before embarking on the second and third years of study in dispensary techniques (theory and practical), physiology, pharmacology and general studies. He thought the course would involve two half-days or one half day and one evening per week.

□ The other could use existing ONC courses orientated toward either chemistry or biology with instruction in pharmaceuticals being the responsibility of the hospital pharmacists.

Mr Wilson pointed out that the ONC courses would be more academically demanding while he thought the accent in the City and Guilds course could be on practical work. The committee felt that the first would be more suitable for pharmacy technicians in general practice pharmacy and the second for technicians employed in hospital pharmacies. Both would carry out work of a repetitive nature together with dispensing under supervision.

One difficulty was that no accommodation existed at the College for the practical pharmaceuticals work. However, a suggestion had been made that 10 to 12 candidates might be adequately catered for in a suitable room at one of the larger Belfast hospitals.

The committee had also discussed the trust deed establishing the C. W. Young Scholarship Fund and in particular the terms and conditions for awarding the Scholarship. The members were satisfied that the Council was empowered to grant the award to a member engaged in post-doctorate studies.

Mr T. A. Gray said he was not happy about the proposals for technicians' courses unless built-in safeguards were put forward. The salary scale for the basic grade pharmacist in the hospital was not likely to attract the younger graduate pharmacists. It could be that in years ahead technicians would replace the junior grades

of hospital pharmacists. The letter from the Ministry of Health dealt with at the last Council meeting had indicated that the number of technicians employed was not limited to one or even two per hospital pharmacist.

Mr G. E. McIlhagger said he was not in favour of technicians; instead he employed "assistants" who had a better salary scale than technicians. Mr J. A. Boyle thought the Council were proposing to create a stick with which they could be beaten. The danger could also arise in health centre pharmacies if they were staffed with one pharmacist and three or four technicians.

### Difficulty

Mr J. Kerr said he found difficulty in obtaining suitable staff for his own pharmacy. The Noel Hall report had recommended the employment of pharmacy technicians. He thought the Council should look at the training technicians were to be given rather than leave the matter to some other body. The Council was in no way involved in granting the technicians qualification. He would be very glad to have a technician on his own staff because he felt such a person, with salary scale laid down, was more likely to remain in his employment for a reasonable time.

Like Mr Kerr, Mr Brown said he would prefer to have someone with some training in his business. He thought there was a future for pharmacy technicians in general practice.

The secretary pointed out that the matter had been referred to the Education

Committee because a Council member had outlined the staffing problem in his hospital where unqualified staff had no career prospects. He had asked that the training of pharmacy technicians be considered. The matter was left in abeyance.

Mr Brown asked whether something akin to the papers and discussion on "The role of the pharmacist in patient care" could be organised for members. The president said Professor D'Arcy had a programme made out for the present year but he would put forward Mr Brown's suggestion. Within the next fortnight there would be a discussion forum with members of the medical profession on "Drug Interaction", a lecture by Mr D. F. Lewis, FPS, on "Pharmacy, National and International" and a seminar in Dublin.

### Appointments necessary

It was agreed to send the Ministry of Health and Social Services a copy of a memorandum — prepared by a small committee of the Council — setting out the Council's reason for considering the appointment of pharmacists as additional administrative officers necessary under the restructured health service. The memorandum points out that the present Area Pharmaceutical Officers will be employed full-time on work in connection with the hospital service. If the various pharmaceutical advisory committees are to function satisfactorily some pharmaceutical administrative staff must be made available.

Mr T. G. Eakin asked what was the position with regard to steroid warning cards. The president said the Council had been approached by the Ministry of Health in May and had replied that they would support such a scheme. He understood the cards were to be distributed by doctors. Subsequently the Ministry had written to say that the proposals had run into difficulty and the scheme was laid aside. Mr Eakin said he thought steroid warning cards were of the utmost importance and that as an alternative the Medical alert scheme ought to be promoted. The president fully agreed.

Miss Anthea Riddolls, 74 Strand Road, Portstewart, Co Londonderry was granted registration as a pharmaceutical chemist under the reciprocal agreement with the Pharmaceutical Society of Great Britain.



Over 30,000 barbiturates and 40,000 antibiotics were among six cwt of medicines collected during the recent two-week Sheffield DUMP campaign. The collection is seen here being analysed by medical students under pharmaceutical supervision



## Chiltern Region conference

# 'Others just as hazy' on NHS reorganisation

Other professions are just as hazy about the NHS reorganisation as pharmacists are, and have similar fears, according to Miss J. Greenleaf, North-east Metropolitan regional pharmacist and secretary, Guild of Hospital Pharmacists.

Speaking at the Chiltern Region conference "Reorganisation of the National Health Service" held at Slough last week, Miss Greenleaf said that she had recently attended a month's course on the reorganisation. She had come away with the idea that pharmacy was not the only profession with problems. She had seen "district nurses snarling at hospital nurses" and "medical officers of health barely speaking to regional hospital board medical officers."

Miss Greenleaf said that the basic unit of health care was the district, defined as the catchment area of a district general hospital. An imaginary district general hospital was described as a general hospital having all medical specialities providing health care for a population of 250-400,000 people. It was intended that the general hospital would be supported by "community hospitals" where nursing care rather than intensive medical treatment would be provided.

The "ideal" district would contain about 100 general practitioners and some 100 hospital doctors. Miss Greenleaf calculated that there would be about 100 retail pharmacists and only about 10 hospital pharmacists. The district was the right unit of organisation of the health service as a whole but not big enough for hospital pharmacy. The district was not a good unit either for the pathology, scientific and technical services and some medical specialities who would want to pass district boundaries.

The exact role of the district pharmaceutical officer was not clear to Miss Greenleaf but she thought that it would depend upon the local circumstances. The regional and area pharmaceutical officers will "manage" hospital pharmacy and co-ordinate with general practice pharmacy. The regional authority is not the superior of the area authority, so the regional pharmaceutical officer is not the superior of the area pharmaceutical officer. Also the area pharmaceutical officer is not superior to the Noel Hall area pharmacist. The Staff Commission had ruled that those people who would not lose their job in the reorganisation were not to be allowed to apply for the new posts.

There are many areas of co-operation where the link with the more formal management structure will be invaluable, said Miss Greenleaf. Many regions were running pre-registration schemes for phar-

macists and training for technicians which could be useful to retail pharmacy. "After hours" dispensing, drug information, and monitoring of drug interactions were other possible areas for co-operation. Hospitals should review critically out-patient dispensing. General practice pharmacists could be given the opportunity to do research in hospital and be offered facilities for the manufacture of "specials" difficult to obtain otherwise. The supply of vaccines and other medicinal products to clinics could come under the area and regional pharmaceutical officers. The biggest obstacle to co-operation was the wide disparity of salaries between hospital and retail practice, said Miss Greenleaf.

## Districts

Nothing has yet been done about the district, said Mr J. Charlton, deputy secretary, Central NHS (Chemist Contractors) Committee. There were to be district committees but a lot of those will never get off the ground as some were not necessary and there were not enough pharmacists available to form a committee. There had hoped to be election at district level with the top candidates from each district becoming automatically members of area pharmaceutical committees, so that only one election would have been held for

both positions. However that could not be done as a number of district boundaries had not yet been settled.

The Central Chemist Contractors Committee will take its mandate from the Area Chemist Contractors Committees (ACCC). The latter will have a constitution similar to that of the old Local Pharmaceutical Committee except that there would not be a hospital member. The hospital pharmacists will have their own area hospital pharmaceutical committee (AHPC). The area pharmaceutical advisory committee would include four members from each of the ACCC and AHPC. Mr Charlton said they were hoping to hold a day conference in London next year for the ACCC secretaries and two other members of the ACCC (preferably those appointed to the Family Practitioner Services Committee). The functions of the Family Practitioner Committee will be similar to those of the present Executive Council. Mr Charlton added that there would be very little change in the first few years.

During the discussions Mr A. Aldington, a Pharmaceutical Society Council member, said that up to 240 pharmacists would be needed for the pharmaceutical committees in London. He appealed for more volunteers for that "valuable and interesting work".

## Irish Register changes

Applications for restoration to the Register of Pharmaceutical Chemists of the Pharmaceutical Society of Ireland have been granted to Mesdames Kathleen Byrne (nee Flynn) LPSI, Tullow co Cartow, Julia C. Desmond (nee Murphy) Douglas Road, Cork and Julia Frances Buckley (nee O'Gorman) LPSI, Cashel, co Tipperary. The Licence Certificate of Aidan Liam Walsh, Ferbane, co Offaly, has been signed and sealed.

Mr. Eric Magrath, 119 Wainsfort Road, Terenure, Dublin 6, was elected a Member of the Society, and nominations for membership were passed in respect of Kathleen Byrne (nee Flynn) LPSI, Millstreet, Tullow, co Carlow, and Brigid M. Quigley, LPSI, 7, North Street, New Ross co Wexford.

The following changes of address were noted: Mrs Nora Gray, LPSI, Coleville Road, Clonmel, co Tipperary, to 1 Bishops-court Lawn, Wilton, Cork; Mr Patrick Conroy, MPSI, 49 Borris Road, Portlaoise, to Shopping Centre, Maynooth, co Kildare; Mr John O'Connor, MPSI, 8 Gledswood Park, Clonskea, Dublin 14, to 14 Linden Lea, Bird Avenue, Clonskea, Dublin 14; Mr Timothy O'Driscoll, MPSI, c/o P. E. Kelly's Pharmacy Ltd, Slaney Place, Enniscorthy, to 238 Lr. Kimmage Road, Harold's Cross, Dublin.

Mrs Johanna M. Guilern (nee O'Gorman) LPSI, Mrs Anne M. Hargreaves (nee Shaw) Assistant, and Mrs Helen F. O'Sullivan (nee Lynch) Assistant have been granted changes of name in the Register.

The following have been granted preliminary registration in the Preliminary Register of Assistants:

Maria Antionette McMenamin, 7 Rosse Row, Birr, co Offaly; Cleonice Maria Victoria de Vito, 5 Pearse Street, Nenagh; Mary Bernadette Murphy, 404 South Circular Road, Dublin 8; Patricia Marian Leyden, Church View, Collooney, co Sligo; Michelle Marie Fagan, "Windon", Crosstown, Wexford;

Rosita Marie O'Callaghan, 8 Park View, St Joseph Street, Limerick; Margaret Mary Clarkin, 18 Neville Street, New Ross; Deirdre Mary Cummins, 24 Marian Park, Drogheda; Christine Mary Cox, 3 Millmont Avenue Mullingar; Angela Mary Teresa Lally, 176 St Joseph's, Bohermore, Galway; Margaret Mary McDonnell, St Anthony's, Mornington, Drogheda; Margaret Mary Hickley, Carriagabilla, Stradbally, co Waterford; Loretto Theresa Marian Joyce, Mountross, Headford, co Galway; Mary Elizabeth Murphy, Rathcannon, Athlaca, Kilmallock; Anne Barbara Mary Roche, 43 Collage Park, Corbally, Limerick; Marguerite Marion Sarto Carton, "Los Angeles", Stilonan Park, Blackrock; Elizabeth Ann Clifford, South Carker, Scartaglen, co Kerry; Maria Assumpta McCarthy, 3 Lord Edward Terrace, Roxboro' Road, Limerick; Mary Jennifer Owens, Bank House, Killybegs, co Donegal; Mary Brigid Walsh, Bowgate Street, Ballinrobe, co Mayo.

Philomena Frances Foley "Colmore" Woolhara Park, Douglas Road, Cork; Lorraine Marian Farrell, 43 McAuley Park, Coolock, Dublin 5; Dionneuala Marion Gerardine Kennedy, Cahir Road, Cashel; Dorothy Gabrielle Mulaney, Teeling Street, Tubbercurry, co Sligo; Mary Gerardine Hayes, 3 Westfields, North Circular Road, Limerick; Valerie Geraldine Mary Sharkey, 127 Stillee Road, Dublin 3; Hilary Patricia Tully, Main Street, Castlereagh, co Roscommon; Kathryn Philomena Ryder, Headford, co Galway; Marian Callista O'Leary, Ticknock, Cobh co Cork; Eileen Mary Morrissey, Clooncommons, Castleconnell, co Limerick; Kathleen Imelda Dunne, 13 Fr Killian Crescent, Edenderry; Fiona Ann Ardill, Main Street, Leixlip; Mary Teresa Ceaney, Main Street, Manorhamilton; Mary Philomena McEntee, Moyalty, Kels, co Meath; Catherine Mary McSweeney, 109 Vernon Avenue, Dublin 3; Margaret Mary Doyle, 19 Great Denmark Street, Dublin 1; Sheila Maria Kinsella, Currane, Barris, co Carlow; Mary Frances O'Gorman, Rossmore, Cashel, co Tipperary; Maria Griffin, Stradbally, Castlegregory, co Kerry; Marian Earley, 275 Brandon Road, Drimnagh, Dublin 12; Mary Perpetua Pius Reynolds, "Tara" Janemount Park, Carbally, Limerick; Margaret Bridget Quinlan, 190 St Brendan's Park, Tralee.

Pauline O'Brien, 37 Castle Grove, Contarf, Dublin 3; Anne Meagher, 28 Lime Kiln Road, Terenure, Dublin; Marian Anne Purcell, Drom, co Tipperary; Gertrude Imelda Catherine Webb, Ballywilliam, Kinsale, co Cork; Crainne Mary Gibney, 41 Foxfield Road, Rasheny, Dublin, 5; Anne Therese Kane, 44 Landscape Park, Dublin 14; Paula Augusta Rock, 50 Shanard Road, Santry, Dublin 9; Mary Patricia Doody, "Charleville", Templeogue, Dublin 14; Brigid Clarke, 15 New-castle Park, Galway; Mary Philomena Carey, Kilbower House, Mallow; Marie Theresa Kirwan, Kilcanave House, Kilmacthomas; Margaret Mary Butler, 17 Main Street, Carrick-on-Suir; Margaret Mary McKee, Society Street, Ballinasloe; Christina Cuckian, 69 Moyne Road, Ranelagh, Dublin 6; Rosaleen Kelly, The Square, Dunmore, co Galway; Catherine Elizabeth Mary Allen, 17 Lake Lawn, Wellwood, Cork; Kathryn Ann Eileen Cowbie, "Glencorrib", Grove Road, Malahide, co Dublin.



# Letters

## Unichem's criticism of Care rejected

I find the comments made by Mr Peter Dodd on the Care Chemist scheme (last week p 608), and in particular his alleged concern on the participation of the Macarthys Pharmaceuticals Ltd, somewhat puzzling. If Mr Dodd has such concern for the independence of the retail pharmacist, why did he on behalf of Unichem refuse the invitation to participate in the Care Chemist scheme when approached to do so by the NPU. Had he not so refused it would not have been necessary for the NPU to invite Macarthys Pharmaceuticals Ltd to participate covering the territory which Mr Dodd had refused. Unichem must realise they cannot have it both ways.

N. D. H. Shipley

Ayrton, Saunders, Liverpool

### Welcome comparison

I welcome Mr Dodd's proposal that retail pharmacists should compare what we are offering with Unichem's latest scheme.

A study of the relevant facts will inevitably reveal that the Care chemist buying group offers significant financial advantages, in addition to net prices over the Unichem PB scheme. This applies to the majority of Unichem share-holding members and all Unichem customers who are *not* shareholders. There is, of course, a difference between share-holding members and ordinary customers.

Only members get the 3½ per cent deferred rebate if Unichem makes a profit. Mr Dodd claims Unichem serves 3,000 customers, but fails to state how many of them are *members*. From the 1972 Unichem balance sheet, I note that the issued share capital was £285,000. Therefore, at £400 investment per shop — rising to £600 on January 1, 1974 — it would appear that Unichem had at that time around 700 members, only, who enjoyed the 3½ per cent rebate. The ordinary customers, and I calculate there must be in excess of 2,000 of them, receive only the six per cent discount on the Unichem PB scheme and nothing else.

According to a Unichem letter dated October 28, I understand that any Unichem *member*, who is fortunate enough and willing to spend from £12,000 to £24,000 per year with Unichem, can earn between one and three per cent extra rebate on their otc purchases. This rebate is again conditional on profit being made. Obviously, the qualifying purchases include ethical drugs. I wonder how many pharmacists would find it possible to spend £2,000 monthly with any one wholesaler?

The 1972 Unichem accounts gave a turnover of close on £10m, and if they had 3,000 customers at that time, they would have been averaging around £3,300 per year, which gives some conception of how many Unichem members could actually enjoy even the one per cent extra dis-

count on their otc, let alone an extra three per cent by giving Unichem £2,000-worth of total business per month. The Care chemist buying group prices are in no way conditional on ethical purchases. I consider it a dangerous practice to link otc discounts with ethical purchases. Such practice could work against the best interests of both retail and wholesale chemists.

May I also suggest that it is even more irresponsible to lead one's *customers*, as opposed to members, to believe that they too enjoy the 3½ per cent rebate when they do not.

A. G. Trotman

Managing director

Independent Chemists Marketing Ltd

### Participation approved

It was, perhaps, to be expected that Mr Peter Dodd's own commercial considerations would lead to his immediate denigration of the new Care scheme and of this company's role in particular. It may be worth remembering, however, that our participation has been approved by the NPU itself, and there may be some who consider that body better able than Mr Dodd to judge the real interests of the profession for which he has undertaken to act as the oracle.

A little investigation might have shown him also that the number of Savory &

Moore's branches has decreased very substantially during the last few years — a fact which scarcely confirms his image of "... a roaring lion ... seeking whom he may devour." And of course, no independent pharmacy can ever be bought unless the owner wishes to sell it.

The inception of the new scheme requires large financial commitment by participating wholesalers, and the structure of the distribution field in pharmacy necessitated the involvement of a company with fairly substantial resources. We will have to make a large investment to set up the facilities required to make the Care scheme operational and really beneficial to the independent pharmacist — but none of that investment will benefit Savory & Moore in the slightest degree.

I am sorry that Mr Dodd has chosen to attack the Care scheme even before it has commenced; I do not believe that many members of our profession will share his views. On the contrary, I am convinced that there is a very large number of pharmacists who will work with us and our fellow wholesalers in the VTO to make the project a resounding success.

R. R. Ritchie

Managing Director

Macarthys Pharmaceuticals Ltd

Romford

## Medicines Act needs changing for Scottish partnerships

The Medicines Act requires amendment in respect of Scottish partnerships, according to the Pharmaceutical Society's chief inspector.

The Pharmacy and Poisons Act 1933 (Section 30) provided that Scottish partnerships (firms) should be deemed to be bodies corporate for the purposes of the Act, but that provision had been omitted from the Medicines Act, 1968. Consequently, the Statutory Committee would not be able to deal at all satisfactorily with any such partnerships which included one or more unqualified partners. Although the pharmacists might be removed from the register, the premises could not be so removed. By taking in another pharmacist as partner, the unqualified partners, including the "struck off" pharmacist, could continue in business indefinitely at the same pharmacy.

Discussing the point at its October meeting, the Executive of the Scottish Department agreed to take steps to have the Medicines Act amended so that those Scottish partnerships having one or more non-pharmacist partners should be regarded as bodies corporate.

Job descriptions had been issued for district chief officer posts. The Executive expressed great concern that no job description had been issued for Chief Administrative Pharmaceutical Officers (CAPO) whereas almost all other Area Chief Officer posts had already been filled. It was decided to send a letter to the Secretary of State pressing for action in the filling of CAPO posts and making the point that in the absence of such appointments there was danger of early and important decisions being made without pharmaceutical advice.

The Scottish Council of the British Medical Association had requested the Executive's comments on its resolutions for

the establishment of multiprofessional advisory committees at area level. The Executive was fully in agreement with the BMA's proposals which included provisions that the concept of multiprofessional advisory committees as set out in paragraph 5.14 of the Hendry report is unacceptable; any such committee should be established by the professions themselves, and not by the Health Board; and the role of a committee so formed would be to act as a liaison committee between the advisory committees of the professions and should report its views to its parent committees and not to the Health Board.

The Executive considered a discussion document on Local Health Councils. It was felt that it would be impossible for a lay body to fulfill the important functions of explanation and mediation set out in the document unless it was in possession of the fullest possible information on professional matters. Professional consultation and advice would have to be easily accessible and that would necessitate the establishment of good communications with the appropriate sources. If the Local Health Council was to encourage effective public participation in shaping the future of the health services, such communication should be by way of the professional advisory machinery. That would allow for both the sifting out of frivolous complaints or suggestions at an early stage and the encouragement of those which were constructive.

The Lochaberbriggs prescription collection and delivery service had been discontinued after nine weeks during which time 35 prescriptions were handled. Provisional arrangements have been made for the setting up of a prescription collection and delivery service in the event of the possible closure of the only pharmacy in Greenlaw, Berwickshire.



# Company News

## Boots to pay £225m for House of Fraser

Boots Co Ltd have made a bid for the department store group House of Fraser Ltd, worth £225 m.

Terms of the offer are four Boots shares—standing at £2.86, plus £0.40 nominal of a new 6 per cent. convertible unsecured loan stock 1974-84, and £3.10 cash for every ten Fraser shares.

The offer has been accepted by Sir Hugh Fraser, executive chairman, and if the deal goes through in full Fraser shareholders will own about 21 per cent of the enlarged Boots Ordinary equity, prior to conversion of the loan stock and 26 per cent. after conversion.

Mr D. E. Appleby, Boots managing director, said he did not expect that the merger—a two-prong plan to expand on both pharmaceutical and retail fronts—would be referred to the Monopolies Commission.

House of Fraser, founded in 1849, began expanding rapidly after the 1939-45 war. In 1957 they took over the Kensington, London, stores of Barkers, Derry & Toms and Pontings. In 1959 Harrods was added to the group and recently the Army & Navy Stores. In the provinces the group includes Rackhams in Birmingham, Barkers of Eastbourne, Dingles in the West Country, Brights in Bournemouth and Bristol, Jollys in Bath and Bristol, Pophams in Plymouth, Hammonds of Hull, Kendal Milne in Manchester and Howells of Cardiff. A number have an established pharmacy in the store.

## Report criticises US pharmaceutical companies

An independent study in the US has attacked the quality control and safety standards of several major pharmaceutical companies, according to Press reports.

Published by the Council on Economic Priorities, the study, which surveyed 16 companies, is sharply critical of Abbott Laboratories and Bristol Myers Company. Three non-US-owned companies — Burroughs Wellcome, Hoffman La Roche and CIBA-Geigy — are given relatively good quality control ratings as are Eli Lilly and Smith-Kline Corporation.

Abbott Laboratories described the study as "misleading and completely without merit" and Pfizer accused the authors of "biased, inaccurate and cleverly constructed distortion". Other US pharmaceutical companies also criticised the report.

## Vestric executive moves

Vestric Ltd have re-allocated the following executive responsibilities at board level: Mr H. J. Street, formerly purchasing director, to director responsible for all buying and selling for hospital and veter-

inary outlets, with the title of Hospital and veterinary sales director; Mr G. Tasker, formerly an operations director, to director responsible for all branch operations, with the title of operations director



Mr P. M. Worling

and Mr P. M. Worling, FPS, formerly an operations director, to director responsible for all buying and selling for chemist outlets, with the title of commercial director.

### Briefly

**Idris Isaac (Chemists) Ltd**, have opened a pharmacy at 339 Ash Bank Road, Werrington, Stoke-on-Trent, from October 29.

**R. Weston (Chemists) Ltd** acquired the business of David Kennedy (Chemists) Ltd, 37 High Street, Hawick, Roxburgh, Scotland, on October 26.

**North Bridge Pharmacy Ltd** have acquired the business of Mr E. A. Anderson, MPS, 17 Eskdail Court, Dalkeith, with effect from December 1.

**Mr R. P. Cook**, Brand End Road, Butterwick, near Boston, for some time group pharmacist of Boston Hospital Management Committee, has been appointed area pharmacist for Lincolnshire. Mr Cook qualified in 1939 and became group pharmacist at Boston 23 years ago.

**Lancastria Co-operative Society Ltd**: A health, beauty and baby needs department of 20,000 sq ft has been opened by Lancastria Co-operative on the ground floor of their Eastbank Street store Southport. The new department sells cosmetics, perfumery, toiletries, health foods, baby goods, household products connected with health and hygiene and has a photographic section.

**R. C. N. Powell (Oxton) Ltd's** registered office is now at 25 Dickens Avenue, Perton, Birkenhead, having acquired the busi-

ness of Powell & Dyson of that address. From November 1 they no longer hold any interest in 53 Christchurch Road, Oxton, Birkenhead, which has been acquired by Associated Birkenhead Chemists Ltd, 92 Argyle Street, Birkenhead.

**She Cosmetics (U.K.) Ltd**, was compulsorily wound-up in the High Court on Monday on the petition of Wallace Products Co., cosmetics components manufacturers, judgment creditors for £636. Their counsel told Mr Justice Brightman that no other creditors had given notice supporting or opposing the petition. She Cosmetics was not represented.

## Appointments

**Sangers Ltd**: Mr J. Nichols has been appointed a non-executive director.

**Unichem Ltd** have appointed Bill Hart, MPS to the newly created position of marketing manager.

**E. C. De Witt & Co Ltd**: Mr R. A. Norris, company secretary, has been appointed to the board; Mr R. B. Aitken has been promoted to general works manager, and Mr F. Norman has been appointed production planning manager.

**Association of the British Pharmaceutical Industry**: Mr P. F. Lumley, formerly public relations manager with Glaxo Laboratories Ltd, has been appointed manager information services of the Association. After some 14 years in journalism Mr Lumley joined Glaxo ten years ago. He takes up his appointment with ABPI on December 3.

**Bellair Cosmetics Ltd**: Mr B. A. Bates, production director since 1966, has been appointed managing director following the resignation of Mr P. J. Haddon who moves to Faberge Inc. Mr P. T. Jones, who was marketing manager, joins the board as sales and marketing director. Bellair Cosmetics Ltd was recently acquired by J. H. Vavasseur & Co Ltd.

## Coming events

### Monday, November 12

**Burnley Branch, Pharmaceutical Society**, Ram Inn, Cliviger. Social evening.  
**Colchester Branch, Pharmaceutical Society**, Postgraduate medical centre, Colchester. Open meeting with doctors plus a film and buffet supplied by Brocades.  
**East Metropolitan Branch, Pharmaceutical Society**, Wanstead Library, Spratt Hall Road, London E11, at 8 pm. Professor A. H. Beckett on "Therapeutic equivalence".  
**Harrow Branch, Pharmaceutical Society**, Clinical lecture theatre, Northwick Park Hospital, Watford Road, Harrow at 7.40 pm. Mr C. R. Hitchings (area chief pharmacist, Royal Free Hospital) on "The practical significance of drug interactions".  
**Leicester and Leicestershire Branch, Pharmaceutical Society**, Postgraduate medical centre, at 8 pm. Dr John Sugden on "The scalp".  
**Nottingham Branch, Pharmaceutical Society**, Postgraduate medical centre, City Hospital, Nottingham, at 8 pm. Dr I. H. Stockley on "Drug Interactions".  
**Romford Branch, Pharmaceutical Society**, Research Institute, May & Baker Ltd, at 7.30 pm. Professor E. J. Shellard on "The search for plants that heal".

Continued on p 674



## Coming events

Continued from p 673

**Society of Cosmetic Chemists of Great Britain,** Albany Hotel, Nottingham. Symposium on "Evaluation of product performance". Until Wednesday, November 14.  
**Southampton Branch, Pharmaceutical Society,** Address by Mr Max Elstein (consultant, Southampton University hospitals).

### Tuesday, November 13

**Ayrshire Branch, Pharmaceutical Society,** Savoy Park Hotel, Ayr, at 8 pm. Mr J. Bannerman and Mr A. Roxburgh on "Pharmacists of tomorrow—a surplus or a dearth?".  
**Galen Group, Pharmaceutical Society, Friends' Meeting House, Park Lane, Croydon,** at 8 pm. Mr F. H. Henderson (consultant trichologist, Beecham Products) on "Care of the hair".  
**Lanarkshire Branch, Pharmaceutical Society,** Nurses' recreation hall, Strathclyde Hospital, Motherwell, at 7.30 pm. "Pharmacy forum"—joint meeting with student members of the Pharmacy club, Strathclyde.  
**Northumberland and Gateshead Branch, National Pharmaceutical Union,** St Dominic's Hall, New Bridge Street, Newcastle upon Tyne, at 7.30 pm. Film and demonstration of hair colouring by Rapidol. (This meeting may have to be cancelled at very short notice.)  
**Worthing and West Sussex Branch, Pharmaceutical Society,** Beach Hotel, Worthing, at 8 pm.  
Mr E. G. Porter (Technical and liaison officer, Sussex River Authority on "Water enough for all").

### Wednesday, November 14

**Croydon Branch, Pharmaceutical Society,** Greyhound Hotel, Park Lane, Croydon, at 6.45 pm. Dinner and dance.  
**Durham County Branch, Pharmaceutical Society,** Riverside Hall Hotel, Belmont, Durham, at 7.30 pm. Annual dinner and dance.  
**Finchley Branch, Pharmaceutical Society,** Barnet postgraduate medical centre, at 8.30 pm. Joint meeting with Barnet division of the BMA. Talk by Dr M. Smith (Family Planning Association).  
**Scottish Department, Pharmaceutical Society,** Society's House, 36 York Place, Edinburgh, at 7.45 pm. Mr A. Balfour Sclaire (consultant psychiatrist) on "The treatment of drug dependence".  
**Socialist Medical Association,** House of Commons, London SW1, at 7.15 pm. The Pharmacy Group visit to the Soviet Union report back. Speakers, Mr J. S. Cave, Mr P. Crees, Mrs A. K. Thomas and Mr T. C. Thomas.  
**West Metropolitan Branch, Pharmaceutical Society,** Great Western Royal Hotel, Paddington Station, London W2, at 6.45 pm. Mr J. P. Kerr on "The unrepentant rebel".

### Thursday, November 15

**Cheltenham Branch, Pharmaceutical Society,** Boardroom, Cheltenham General Hospital, at 7.45 pm. Sergeant Bulton (Drug squad) and Dr J. Miles on "Drug addiction and abuse".  
**Dundee and Eastern Scottish Branch, Pharmaceutical Society,** Queen's Hotel, at 7.30 pm. Mr W. M. Jamieson (physician superintendent, King's Cross Hospital) on "Medicine in developing countries".  
**Federation of South Eastern Pharmacists,** Southover Grange, Lewes, at 8 pm. Mr W. A. G. Kneale, on "Personal impressions of pharmacy in the Common Market".  
**Leeds Branch, Pharmaceutical Society,** Great Northern Hotel, at 8 pm. Mr A. Wright (Editor C&D) on "Putting C&D to bed".  
**Plymouth Branch, Pharmaceutical Society,** Board room, Greenbank Hospital, at 8 pm. "Illegal use of drugs", speaker from the Devon and Cornwall Constabulary drug squad.  
**Stirling and Central Scottish Branch, Pharmaceutical Society,** Golden Lion Hotel, Stirling, at 8 pm. Social evening.

### Friday, November 16

**Merseyside Branch, National Association of Women Pharmacists,** St Peter's Close, Freshfield, Formby, at 7.30 pm. Cheese and wine evening.

### Sunday, November 18

**Sheffield Branch, Pharmaceutical Society,** Arts lecture theatre 9. University of Sheffield, Western Bank, at 10 am. Regional symposium on "The Medicines Act and its effect on the practice of pharmacy" and "Reorganisation of the Health Services".  
**Agricultural and Veterinary Pharmacy Group, Pharmaceutical Society,** 17 Bloomsbury Square, London WC1, at 2.30 pm. Meeting on "Decision making processes in the EEC" and "The new proposals for the distribution of animal medicines under the Medicines Act 1968".

# Market News

## QUIET TRADING

London, November 7: Buyers were reluctant to enter into long term commitments in view of the present disturbed state of the market. Such interest as there was centred around such items as honey and pepper due to have a substantial import duty levied as from January 1, 1974. Another of the balsams was sharply marked up, this time it was the turn of copaiba. Dearer in crude drugs were various gingers, celery seed, turmeric and pepper. An anomaly exists in ipecacuanha prices where the root of Nicaragua and Costa Rican origins, although richer in alkaloids than Matto Grosso or Colombian, are considerably cheaper. Cherry bark was slightly easier.

Brazilian peppermint oil was dearer by 5p per kg in all positions.

## Pharmaceutical chemicals

**Acetic acid:** 12-ton lots, delivered, per metric ton, BPC glacial from £94; 99.5 per cent technical £87; 80 per cent grades pure £82.50; technical £75.  
**Adrenaline:** (per g) Synthetic 1-kg lots £0.59; 500 g £0.067; acid tartrate, £0.044 and £0.05.  
**Alcohol:** (per proof gal). Synthetic ethanol in 2,500 bulk gal lots—96 per cent, £0.245 and 99.9 per cent, £0.257 in tank wagon; £0.260 and £0.272 in drums for 900-bulk gal; industrial grade 95 per cent £0.172 in bulk and £0.187 in drums.  
**Aloin:** 50-kg lots £9 kg.  
**Aminacrine hydrochloride:** £33.50 kg.  
**Atropine:** (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.  
**Bacitracin:** £21.65 per 5 mu.  
**Bemegride:** BPC £16 kg.  
**Benzamide lactate:** 1.5 kg lots, £95 kg.  
**Benzocaine:** 50-kg lots £1.68 kg.  
**Benzoic acid:** One-metric ton lots £30.42 kg.  
**Caffeine:** Anhydrous and hydrate £2.68 kg.  
**Cantharadin:** £75 per 100 g.  
**Chloral hydrate:** 50-kg lots £0.75 kg.  
**Colchicine:** £0.90 per g.  
**Cortisone acetate:** £200 kg.  
**Dapsone:** BP £3 per kg.  
**Dexpanthenol:** £10 kg; £8.50 kg.  
**Dienoestrol:** 5-kilo lots £0.0 per g.  
**Digoxin:** 25-250g lots £2.20 per g.  
**Dimidium bromide:** 5-g lots £3.20 o.  
**Emetine:** 5-kg lots hydrochloride £285 kg; bismuth iodide £200.  
**Ephedrine:** 100 kg lots per kg £14.95; hydrochloride £12.00; sulphate £12.76.  
**Ferrous gluconate:** £733 metric ton delivered.  
**Fenchlor:** 50-kg lots £1.73 kg.  
**Ferrous fumarate:** £0.50 kg for 50-kg lots.  
**Ferrous phosphate:** In kegs £493.50 metric ton.  
**Glycerin:** BP per metric ton — 5-ton lots £244; 1-ton £247; 250-kg £253, in chargeable drums.  
**Hydrocortisone acetate:** £190 kg.  
**Iodides:** (per kg) Ammonium £4.35 (50-kg) potassium £2.31 (50-kg); £2.29 (250-kg); sodium £2.96 (50-kg).  
**Iodine:** Chilean crude £2.08½ per kg; resublimed £3.07 in 50-kilo lots.  
**Iron ammonium sulphate:** 100-kg £0.20½ kg.  
**Iron and ammonium citrate:** (per metric ton) granules, 50-kg lots £650, 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.  
**Mercurochrome:** £7.95 per kg.  
**Mercury salts:** Per kg in 50-kg lots; ammoniated powder £5.15; oxides—yellow £5.90 and red £6.10 perchloride £4.30; subchloride £5.45; iodide £5.70 kg for 25-kg.  
**Mersalyl:** Acid £15.75 per kg; sodium £21.50.  
**Parachloro-meta-xylenol:** 50-kg lots BPC £0.94 kg sulphate £0.88g.  
**PAS sodium:** £1.40 kg.  
**Pemitinol:** 25-kg lots £4.24 kg.  
**Pilocarpine:** 1-kg lots hydrochloride £96; nitrate £88.  
**Sorbitol:** Powder £370 metric ton for over 250 kg; syrup to £152.  
**Testosterone propionate:** £110 kg.  
**Tetracycline:** £10 per kg of activity.  
**Theophylline:** (50 kg) Hydrate, anhydrous and

ethylenediamine (aminophylline) £2.76 kg; 100-kg £2.73.  
**Thymol:** In 1-ton lots £2 per kg.  
**L-Thyroxine:** £1.75 per kg.  
**L-Triiodothyronine sodium:** £2.50 per g.  
**Zinc carbonate:** BPC 25-kg sacks £0.25 kg.  
**Zinc chloride:** Granular 96-98% £150 metric ton.

## Crude drugs

**Aconite:** Spot £1,350 metric ton; £1,250, cif. nominal.  
**Agar:** Nominally £3.50 kg.  
**Aloes:** Cape spot and shipment nominal; Curacao spot £850 metric ton; shipment nominal.  
**Balsams:** (kg) Canada: nominal. **Copalba:** BPC £2.35; Para soluble £2.10; £2.00, cif. **Peru** £2.70 spot; shipment nominal. **Tolu:** BP £2.15 spot.  
**Bay leaves:** £450 metric ton, cif.  
**Belladonna:** (metric ton) leaves £320 spot; £315 cif. Herb £280; no cif. Root, £430 spot; £400, cif nominal.  
**Benzoin:** BPC £56-£62 cwt spot; £54-£61, cif.  
**Buchu:** Spot £2.60 kg nominal.  
**Camphor:** Powder, no offers.  
**Caroamoms:** (per lb cif) Alleppy greens No. 1 £1.20; prime seeds £1.15.  
**Cascara:** Spot £630 metric ton; shipment £610, cif, both nominal.  
**Cassia:** lignea, broken £1,225 metric ton, cif.  
**Cherry bark:** Spot £450 metric ton; £430, cif.  
**Chillies:** Solomon Isles Tabasco £500 ton, cif.  
**Cinnamon bark:** Seychelles £430 ton, cif.  
**Cinnamon quills:** four O's £0.25 lb; quillings £0.19 lb, cif.  
**Cloves:** (Per ton, cif); Ceylon £1,750; Zanzibar £1,780.  
**Cocillana:** Spot £700 metric ton.  
**Cochineal:** Tenerife black-brilliant £9.00, cif. Peruvian silver grey £8.00 spot; £7.50 cif.  
**Colocynthis pulp:** Spot £720 metric ton.  
**Dandelion:** Root £680 metric ton spot; £655, cif.  
**Gentian:** Root £600 metric ton spot; £590, cif.  
**Ginger:** (ton) Cochinchina new-crop £300, cif, Jan-Feb. Nigerian split £350 spot. Jamaican No. 3 £870; Sierra Leone £460, cif.  
**Gums:** Acacia nominal. Karaya No. 2 faq £23 cwt. Tragacanth nominal.  
**Henbane:** Niger £1,500 metric ton, cif.  
**Honey:** (per ton in 6-cwt drums ex-warehouse) Australian light amber £525, medium £513, Canadian £590. (all approximate).  
**Hydrastis:** Spot £4.10 lb. £4, cif.  
**Ipecacuanha:** (kg) Costa Rican and Nicaraguan £3.50 spot; £3.00, cif. Matto Grosso £5.50; £5.25 cif. Colombian £5.20; £5.00, cif.  
**Jalap:** Mexican £1,200 metric ton cif; Brazilian £370, cif, nominal.  
**Kola nuts:** W. African £115; metric ton £90, cif.  
**Lanolin:** Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.  
**Lemon peel:** Spot £630 metric ton; £610, cif. chloride £12.76.  
**Liquorice root:** (metric ton) Chinese spot nominal; £100, cif. (Nov.-Dec.) Russian no offers.  
**Lobelia:** New crop offers awaited.  
**Lycopodium:** Indian £4.75 kg. Canadian £5.50 kg.  
**Mace:** Grenada No. 2 £1,792 long ton, fob.  
**Menthol:** Brazilian £8.65 spot and afloat; £8.80, cif (resellers). Chinese £9.85 cif.  
**Nutmeg:** Grenada 80's £1,120; sound unsorted £952; defectives £924.  
**Nux vomica:** £115 metric ton; £95, cif.  
**Pepper:** (ton cif.) Sarawak black £560, white £940.  
**Pimento:** Jamaican £830 long ton, cif, nominal.  
**Podophyllum:** Emodi (metric ton) £375; £360 new crop Sept.-Oct., cif.  
**Quillaia:** Nominal.  
**Rhubarb:** From £0.30 to £1.50 lb.  
**Saffron:** Mancha superior £83 kg.  
**Sarsaparilla:** Spot £1.16 kg, £1.10, cif.  
**Seeds:** (ton) Anise China star £175 duty paid; shipment £135, cif. Caraway: Dutch £1,500 metric ton, cif. Celery: Indian £285, cif. Coriander: Moroccan £105, cif. Cumin: Indian £480, cif. Syrian £500, cif. Dill: Indian, for shipment £170, cif. Fennel: £280. Indian £280 cif. Fenugreek: Moroccan forward £160, cif. Mustard: £60-£180 spot as to quality.  
**Senega:** Canadian £5.05 kg spot; £4.90, cif.  
**Senna:** (per kg) Alexandrian h/p pods from £1.54 spot; manufacturing nominal. Tinnevely h/p pods £0.60-£0.65; faq pods £0.40-£0.45; leaves faq £0.26.  
**Squill:** White spot £340 metric ton nominal.  
**Styrax:** £2.20 lb. spot; £2.10 cif.  
**Tonquin beans:** Spot £870 metric ton.  
**Turmeric:** Madras finger £325 ton spot; £290, cif.  
**Valerian:** (metric ton) Indian £350 spot; £320, cif. Continental £400, cif.  
**Waxes:** Bees nominal **Candelilla** £570 ton spot; £545, cif. **Carnauba** prime yellow, spot £725; £675, cif; fatty grey £420; 415, cif.  
**Witchhazel leaves:** Spot £1.35 kg; £1.32 cif.

## Essential oils

**Bay:** West Indian short at £10.65 kg.  
**Peppermint:** (kg) Arvensis Brazilian £4.10 kg all positions. Piperita American £10-£11 kg.  
**Petitgrain:** Spot cleared, shipment £8.30 kg cif.  
**Pimento:** Berry £5.30 kg; leaf £4.60.  
**Pine:** (kg) Pumiilonis £1.75; sylvestris £0.51.  
**Rosemary:** From £2.70 kg.  
**Thyme:** Red 65/70% £5.00 kg.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax.



# Classified Advertisements

**Post to** Classified Advertisements, Chemist & Druggist, 25 New Street Square, London, EC4A 3JA. Telephone: 01-353 3212.

**Headings** All advertisements appear under appropriate headings.

**Screen** 100.

**Display** £6.00 per single column inch, minimum 1 inch (1" x 1 $\frac{2}{3}$ ").  $\frac{1}{4}$  page (4 $\frac{7}{8}$ " x 3 $\frac{1}{2}$ ") £50.00.  $\frac{1}{2}$  page (4 $\frac{7}{8}$ " x 7" or 10" x 3 $\frac{1}{2}$ ") £85.00. Whole page (10" x 7") £155.00.

**Lineage** £0.50 per line, minimum 5 lines @ £2.50.

**Box Numbers** £0.25 extra.

**Series Discounts** 5% on 3 insertions or over. 10% on 7 insertions or over. 15% on 13 insertions or over.

**Copy date** 4 pm Tuesday prior to publication date. Advertisements should be prepaid.

**Publication date** Every Saturday.

**Circulation** ABC January/December 1972, 14,992.

## Situations vacant

### laboratory technician

*Do you feel like a change of scenery?*

If you have experience in a Pharmaceutical Development Laboratory, Hospital Pharmacy or related field then there is a job in Smith Kline & French Laboratories Limited for you.

This job is in a new section of the Pharmaceutical Development Department concerned with the formulation and development of new compounds for world wide use. Come and see what we have to offer.

Please apply to: The Personnel Officer,  
Smith Kline & French Laboratories Limited,  
Mundells, Welwyn Garden City, Herts.



### SALES OFFICE ASSISTANT

Young man, early 20's, required as assistant in our Chemical Sales Department. Duties include processing orders, kardex and telephone contact with customers. Preference given to applicant with previous sales office experience.

Excellent working conditions, generous salary, Christmas Bonus, non-contributory Pension Scheme, etc.

Apply: GIVAUDIN & CO. LTD.,  
Godstone Road, Whyteleafe, Surrey.  
Upper Warlingham 2241

### WAREHOUSE MANAGER

We are seeking a determined, enthusiastic man to manage a chemical and pharmaceutical warehouse. Responsibilities cover order and sample request processing, chemical repacking including purchase and specification of packing materials and improvement of existing methods, physical stock control, security and maintenance of premises, warehouse office procedures etc. Candidates should possess experience in a similar position and preferably a technical qualification.

Starting salary £2,500 p.a., with company car and other fringe benefits. Location South London. Replies to Box No. 2202.

## Stocktakers

ASK THE Trade Valuers Institute for list of Members and be assured of competent Valuers. Prospective Members apply to T.V.I., 180 Main Rd., Gidea Park, Essex. Romford 66466

## For Sale

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists", £3.04. Full trade terms. Order by waist measurement from Manly Co., 23 Freshwater Parade, Bishopric, Horsham, Sussex. Telephone: Horsham 5426.

## Lease for Sale

COLNBROOK, Bucks. Lease for sale, £5,000 plus fixtures, fittings and s.a.v. Rent £750 per annum. Business in new parade of shops currently run as drug store but ideal for pharmacy. No dispensing chemist within two or three miles. Modern two bedroomed flat above. Two garages. Telephone: Evans, Colnbrook 2249.

## Our address for Box No. replies is:

Chemist & Druggist  
25 New Street Square,  
London,  
EC4A 3JA

Tel: 01-353 3212



## Hospital appointments

**WARLINGHAM PARK HOSPITAL**  
Warlingham, Surrey

**SENIOR PHARMACIST**  
for  
**FULL-TIME DUTY**

at above Psychiatric Hospital.  
Application for Part-time or  
Sessional duties also welcomed.  
Further details on direct enquiry  
to Chief Pharmacist, Upper War-  
lingham 2101, (820-2101).

Applications to Group Secretary,  
General Hospital, London Road,  
Croydon, CR9 2RH.

**ST. HELIER GROUP H.M.C.**  
St. Helier Hospital,  
Carshalton, Surrey.

**SENIOR  
PHARMACIST**

required for busy modern depart-  
ment providing a comprehensive  
group service. Salary £1,935-  
£2,236.1.

Further information from Group  
Pharmacist, Tel: 01-644 4343,  
Ext. 448. Applications to Hospital  
Secretary.

**Ilford and District  
Hospital Management Committee  
GROUP PHARMACY  
Deputy Chief Pharmacist  
V (GROUP)**

Salary scale £2,049/£2,580 p.a.  
plus £126 p.a. London Weighting.  
Applications to Group Secretary,  
King George Hospital, Ilford,  
Essex.

**PLEASE MENTION C & D WHEN  
REPLYING TO ADVERTISEMENTS**

## Official appointments

**MINISTRY OF DEFENCE**

**Royal Naval Medical Service**

### PHARMACISTS

A vacancy will arise shortly for a **CHIEF PHARMACIST (Category V)** at the Royal Naval Hospital Plymouth.

Salary, annual leave, hours, and superannuation are linked to the National Health Service.

Applications should be made at the earliest to:

**CM(S)4n**

**Ministry of Defence**

**Room 330 Lacon House**

**Theobalds Road**

**London WC1X 8RY**

**(Tel. 01-242 0222 Ext 421/417)**

Vacancies also exist for a Superintending Pharmacist (Chief Category II) and Senior Pharmacists at the Royal Naval Hospitals Haslar (Gosport) and Plymouth. Applications are invited for these posts to the above-mentioned address.

**Completed application forms should be re-  
turned by FRIDAY, 30 NOVEMBER 1973.**

## Shopfitting

**Low Cost  
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Shopfronts  
600 Designs**

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SHOPFRONTS and Interior fittings  
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0343.

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Pleasant. Prosperous. Expanding.  
Retirement. Modern neighbourhood.  
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## Proceedings

**IN THE MATTER of the Patents Act, 1949**

— and —

**IN THE MATTER of Letters Patent No. 843,133  
for an invention entitled "Glycyrrhetic Acid  
Derivatives" dated June 6th 1958 granted to  
Biorex Laboratories Limited.**

**NOTICE IS HEREBY GIVEN** that it is the intention of  
**BIOREX LABORATORIES LIMITED** whose registered office  
is situated at Biorex House, Cannonbury Villas, London  
N1 2HB, England to present a Petition to the High Court of  
Justice, Chancery Division, praying that the term of the  
above numbered letters patent be extended.

**AND NOTICE IS HEREBY GIVEN** that the said Appli-  
cants intend to apply to the Court on 25th January 1974  
at 10.30 o'clock in the forenoon (or so soon thereafter  
as Counsel may be heard) for directions fixing the date  
of hearing of the Petition and other directions.

Notices of opposition to the Petition must be lodged  
at the Chancery Registrars Office, Royal Courts of Justice,  
Strand, London not less than 14 days before the date on  
which the Applicants intend to apply to the Court as afore-  
said. The Applicants address for service in the United  
Kingdom is at the office of their Solicitors stated below.

**DATED the 5th day of November, 1973.**

Bristows, Cooke & Carpmael,  
10 Lincoln's Inn Fields,  
London WC2A 3BP.  
Solicitors for the above named applicants.



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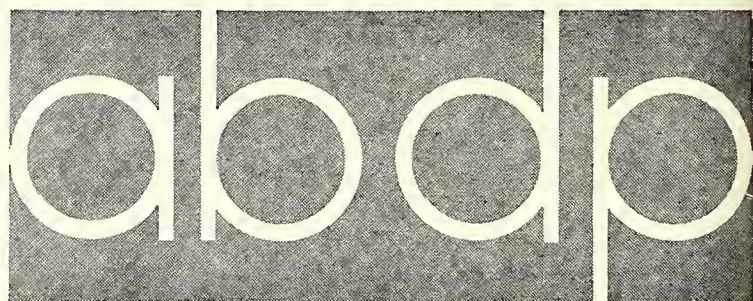
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*For additional information, or to apply for assistance, write to:*

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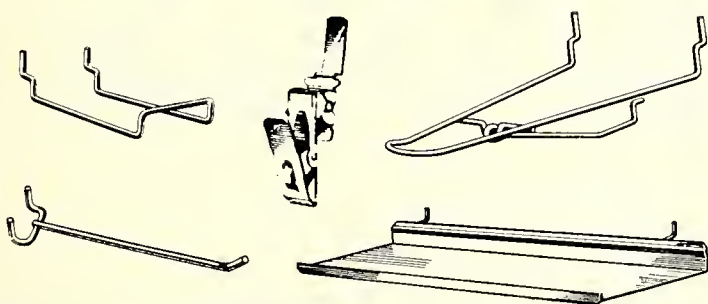
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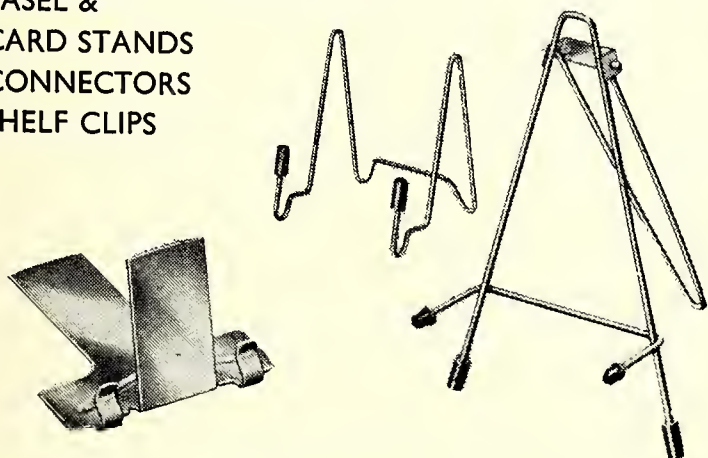
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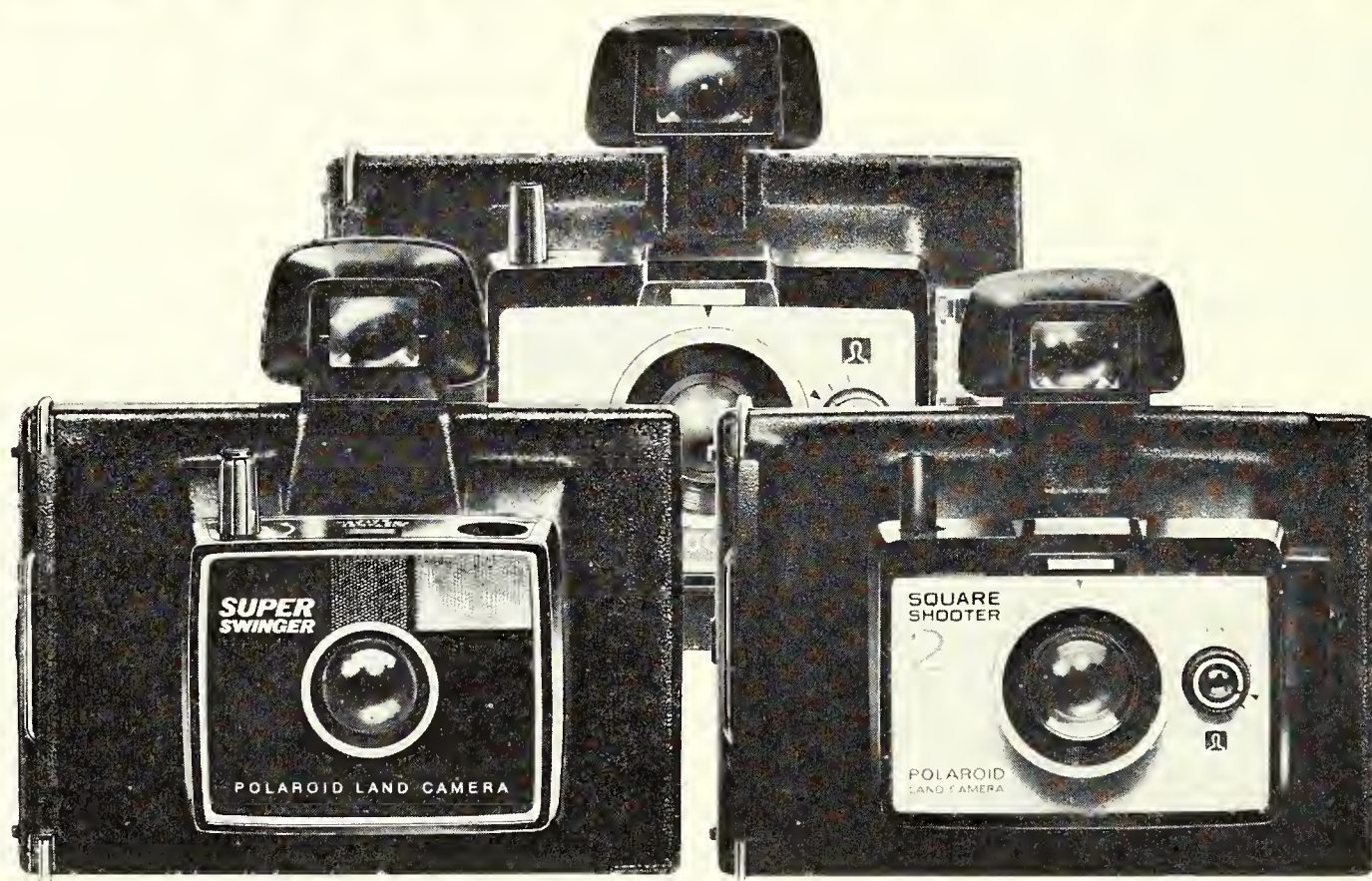


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